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SUMMARY OF TRADE AND TARIFF INFORMATION

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Prepared in Terms of the Tariff Schedules of the United States

WRITING INSTRUMENTS
TSUS items 760. 05-760. 15

USITC PUBLICATION 841
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II

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U.S. INTERNATIONAL TRADE COMMISSION RELEASES A SUMMARY ON WRITING INSTRUMENTS AS ONE OF A SERIES OF SUMMARIES OF TRADE AND TARIFF INFORMATION

Information on U.S. imports, exports, and production and on world trade in writing instruments became available today as the United States International Trade Commission released another report in its new, in-depth series of summaries of trade and tariff information.

The summaries of trade and tariff information are designed to meet the needs of wide and varied interests, including the Congress, the courts, Government agencies, importers, domestic producers, research organizations, and many others. The summaries contain descriptions, in terms of the tariff schedules, of the thousands of products imported into the United States, and information on their methods of production, world supplies, and importance, both in international trade and within the domestic economy. The summaries also include substantive analytical material with regard to the basic factors affecting trends in consumption, production, and trade, and factors bearing on the competitive position and economic health of domestic industries.

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U.S. INTERNATIONAL TRADE COMMISSION RELEASES A SUMMARY ON WRITING INSTRUMENTS AS ONE OF A SERIES OF SUMMARIES OF TRADE AND TARIFF INFORMATION

This report is being distributed to various Government agencies, congressional committees, and interested members of the public. In addition, as a service to the public, the field offices of the Department of Commerce and selected public and university libraries in large cities will be supplied with copies for commercial and professional consultation. Please address all communications regarding this report to the Secretary, U.S. International Trade Commission, 701 E Street NW., Washington, D.C. 20436.

UNITED STATES INTERNATIONAL TRADE COMMISSION

SUMMARY OF TRADE AND TARIFF INFORMATION

Prepared in Terms of the
Tariff Schedules of the United States

Writing Instruments

TSUS items 760.05-760.15

USITC PUBLICATION 841
CONTROL NO. 7-10-4
MAY 1978

V

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Executive Summary

This summary covers instruments used for writing, marking, and similar purposes. Included are articles such as fountain pens, ball-point pens, mechanical pencils, and marking and porous point pens.

The United States is the world's largest producer and consumer of writing instruments. Although the domestic industry is comprised of about 175 firms, 12 firms have accounted for roughly 60 percent of the total dollar volume of annual U.S. shipments in recent years. The industry produces virtually every type of writing instrument, of which ball-point pens are the most significant in terms of both units and dollar sales. Imports, which have been increasing in recent years, consist in large part of inexpensive, disposable ball-point pens. In 1976, aggregate imports amounted to $19.3 million, or 5 percent of total U.S. consumption. U.S. exports, a large portion of which consist of high-quality fountain and ball-point pens, have been increasing steadily in recent years, and in 1976, amounted to $55 million, or about 13 percent of shipments.

From 1967 to 1976, the value of apparent U.S. consumption of writing instruments rose irregularly, from $233.5 million in 1967, to $384.7 million in 1976, or by 65 percent. Although a portion of this increase may be attributed to inflation, the market for writing instruments has grown during the period as a result of increased demand in the business sector and rising per capita consumption.

A number of domestic manufacturers operate foreign production facilities and several of the large producers also have extensive joint-venture and licensing arrangements overseas. In recent years, some foreign writing instrument manufacturers have set up production facilities in the United States and have begun to manufacture writing instruments for sale in this country.

FOREWORD

Each Summary of Trade and Tariff Information is part of a series published periodically by the United States International Trade Commission to provide information on conditions of competition between domestic and foreign products. Data on trade and development of U.S. industries is included. This report, covering the period 1967 through 1976, represents one of many being published in the current series on summaries.

This series provides comprehensive coverage of product uses, manufacturing processes, and commercial practices, and provides analysis of the numerous factors affecting U.S. and world trade in each commodity area. The summaries are cast in terms of the eight schedules of the Tariff Schedules of the United States (TSUS).

The current series will consist of appromixately 1,000 individual reports published in looseleaf form, which will enable the Commission to issue updated pages as appropriate for individual summaries. The overall program will run several years, ultimately covering all items of the TSUS.

Description and Uses

The products

The writing instruments covered by this summary are those designed for writing, marking, and similar uses and which, for tariff purposes, are included under items 760.05 through 760.15 of the Tariff Schedules of the United States (TSUS), as shown below: 1/

Commodity	TSUS item No.
Fountain pens, stylographic pens, ball-point pens and pencils, and combination pens and pencils	760.05
Pencils (except ball type) designed to be refilled with lead:	
With a mechanical action	760.10
Other	760.12
Marking pens having a wick-like tip of felt or other material	760.15

Note.--For the statutory description, see excerpt from the Tariff Schedules of the United States Annotated (TSUSA-1976) in app. B.

Fountain pens (TSUS item 760.05) are writing instruments in which ink is fed to the pen point from a reservoir located in the barrel. When the ink supply is depleted, the reservoir is either filled from a bulk ink supply or replaced with a pre-filled container; fountain pens that use a replaceable reservoir are known as cartridge fountain pens. Because of competition from other types of pens, principally ball-point pens and fine-line marking pens, the commercial importance of fountain pens has declined significantly since World War II.

Stylographic pens (item 760.05) have a fine point fitted with a needle which, by pressure of the point on a surface, is pushed back to release the flow of ink from a reservoir located in the barrel. Such pens are particularly suitable for making carbon copies and engineering drawings; stylographic pens are relatively insignificant items of trade. 2/

The writing point of a ball-point pen or pencil (item 760.05) consists of a ball ranging generally from 0.8 millimeter to 1/16 inch diameter with the 1 millimeter ball being the most widely used. The ball is housed within a

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1/ Lettering pens (including fountain pen type) used by draftsmen, and parts thereof, and hand styluses, are not included herein; these products are provided for under TSUS items 710.76 and 710.78, respectively. Also excluded from coverage in this summary are eyebrow pencils (items 461.40-461.45), wood-cased pencils, and pencils not specially provided for (item 760.48), and crayons (items 760.50-760.58).

2/ There is only one known domestic producer of stylographic pens; production is small, and is not reported in the domestic shipments data in this summary.

socket. A heavy gelatinous ink, or liquid lead, is supplied from a cartridge or tube and rolled onto a writing surface by the ball point. During the past 25 years, ball-point pens have become the most popular ink-type writing instruments. Most ball-point pens are inexpensive, plastic-bodied articles which are thrown away when dry (nonrefillable); however, in some types, the spent cartridge may be replaced (refillable). Ball-point pencils were introduced following World War II, but did not prove successful in the market place, and have since become commercially obsolete. 1/

Pen and pencil combinations (item 760.05) generally have a lead-extracting and retracting pencil at one end of the instrument and usually a ball-point pen or sometimes a fountain pen at the opposite end. While there is some production of these products, they are relatively insignificant articles of trade. 2/

Pencils designed to be refilled with lead include those having a mechanical action for feeding and retracting the lead, commonly known as mechanical pencils (item 760.10), and "clutch pencils" (item 760.12), and which are used chiefly by draftsmen and artists. 3/ The lead in a clutch pencil is fed by gravity and is held in place by jaws which close as the lead is extended from the pencil. The use of mechanical pencils has been relatively stable over the past decade, while the use of clutch pencils is increasing.

Pens having a wick-like tip of felt or other material, which is saturated with ink that is fed by capillary action from a barrel containing a reservoir of ink, are commonly known as marking pens (item 760.15). Essentially, these pens are of two types--thick-line and fine-line, or porous point. The thick-line pens generally range from 2 to 6 inches in length, and are cylindrical in shape. The wick, or writing tip, is usually made of wool felt. They are used principally where a clear heavy marking--such as on boxes, posters, or glass--is required. Fine-line, or porous point pens resemble conventional fountain pens in size and shape and are used for writing. The writing tip consists principally of such fibers as nylon, dacron, rayon, or other plastics. After 1963, when they were first introduced to the market, marking pens--both thick-line and fine-line--have become increasingly used and now rank second to ball-point pens in terms of dollar volume.

A new writing instrument known as the "roller pen" is just emerging as a factor in the writing instrument market. The roller pen is a ball-point pen which uses low-viscosity ink as contrasted with the high-viscosity, paste-like ink used in the ordinary ball-point pen. This pen was developed in Japan; only a handful of U.S. companies are presently manufacturing or importing this latest innovation, but industry sources predict that this product has a big future in the domestic writing instrument market.

1/ There is no known domestic production or imports of ball-point pencils.

2/ U.S. production data on combination pens and pencils are included in the data for pens and mechanical pencils. Each unit produced is reported as one pen and one pencil.

3/ Data on U.S. production of clutch pencils, which is believed to be small, are combined with those for mechanical pencils in this summary.

Hereinafter, when referred to in the aggregate, the products discussed in this summary will be called writing instruments. Parts for these writing instruments will be included in a separate summary covering TSUS items 760.20-760.45; leads for pencils designed to be refilled will be included in a summary covering items 760.50-760.65.

The production process

The manufacture of the inexpensive types of writing instruments--generally the non-refillable disposable types that account for the great bulk of output--is highly automated and capital intensive, requiring relatively little labor. Although certain of the operations required to produce the expensive types of writing instruments, i.e., those of precious metals, can be performed by automation, much hand labor is utilized in the forming, finishing, and assembling of the expensive types. For the most part, the production of writing instruments is not highly technological; many of the manufacturing operations require standard metalworking and/or plastics-forming operations. However, some producers have designed special machinery to produce certain parts suitable for their own unique products.

The production process for both the low-cost and high-cost writing instruments is essentially the same, and consists of three stages: (1) the manufacture of component parts, (2) assembly of these parts into a writing instrument, and (3) the packaging process.

Many of the larger producers of writing instruments manufacture component parts for these products in their factories for their own use. The smaller producers purchase most of their component parts from various concerns that specialize in the manufacture of such products. Materials for component parts, such as brass, bronze, aluminum, stainless steel, plastics, tungsten carbide, sterling and fine silver, powdered metal and gold clad are purchased in various forms. They may be in the form of flat strips, powders, rods or tubes, liquids, or, in the case of gold, solid bricks. Materials are generally inspected before being used and quality control is practiced by all manufacturers, regardless of the price of the writing instrument.

Depending on the design of the part and the material used, a variety of machines are used to produce each part. Eyelet or transfer presses are used to make barrels and pen caps for writing instruments of metal other than precious metal. In this operation, a disc cut from a flat metal strip is passed through a series of dies which draw each disc into a finished cap or barrel. Barrels and caps made from precious metals are usually formed by a series of operations utilizing manually operated hydraulic presses. Each precious-metal part must be handled carefully at each draw to maintain quality and prevent damage. The part is hand placed into each die, formed to shape, hand removed and placed on a rack to avoid damage. Swagging machines are also used to manufacture barrels and caps from stock purchased in tubular form. Pre-drawn metal tubes are inserted into a formed die which opens and closes rapidly and hammers the material into the shape of a barrel or cap.

Whether the barrels or caps are made on an eyelet press or swagging machine, they require various surface finishing operations. The inexpensive pen parts are ground on sanding belts. The precious metal parts (usually gold or silver) are engraved with trademarks, and so forth, and polished on manually operated machines.

Other metal parts, such as mechanical pencil points and various screws or threaded connectors, are also made on automatic screw machines or turret lathes. External parts of high quality writing instruments are frequently plated with precious metals. Multi-slide machines are used to stamp out clips for writing instruments from coils of flat material, usually metal.

Injection molding machines are used to manufacture high volume, inexpensive writing instruments and parts of plastics. Such parts as pen barrels and caps, internal fountain pen parts, and certain refills, are made by this process. Plastic granules (usually polystyrene) are melted in a cylinder to the consistency of honey. A plunger forces the melted plastic into a multiple cavity die under pressure. The die is held closed until the plastic hardens. When opened the various parts are ejected automatically. Plastic parts may be used as they are ejected from the mold, or they may require additional machining operations such as polishing or chemical surface treatment, depending upon the function of the part.

Other plastic parts for both low-cost and high-cost writing instruments are made from solid rod stock or tubing; these parts are produced on automatic screw machines, or turret lathes. Ink reservoirs are filled by machine.

When all component parts have been fabricated and inspected, they are brought together for final assembly. In the more expensive writing instrument lines, assembly is done by hand to protect the jewelry finishes and precious metals. Packaging is also accomplished by hand for the expensive writing instruments. The less expensive writing instruments are usually assembled and packaged by machine.

U.S. Customs Treatment

The following tabulation shows the current rates of duty which apply to imports from those countries having most-favored-nation status (column 1), rates of duty which apply to imports from countries designated by the President as being under Communist domination or control (column 2), and a reference as to eligibility for duty-free treatment under the Generalized System of Preferences (GSP) for products entered under items 760.05-760.15 of the TSUS:

TSUS item No.	Commodity	Rates of duty		GSP-eligible article?
		Col. 1	Col. 2	
760.05	Fountain pens, stylographic pens, ball-point pens and pencils, and combination pens and pencils	2¢ each + 13.5% ad val.	6¢ each + 40% ad val.	No
	Pencils (except ball type) designed to be refilled with lead:			
760.10	With a mechanical action	18¢ per gross + 16% ad val.	45¢ per gross + 40% ad val.	Yes
760.12	Other	8.5% ad val.	45% ad val.	Yes
760.15	Marking pens having a wick-like tip of felt or other material	20% ad val.	40% ad val.	No

In addition to the above tabulation, table 1 in appendix A shows the most recent modifications in the rates of duty applicable to imports entered under TSUS items 760.05-760.15, and the applicable rates prior to those duty reductions. The current rates of duty applicable to imports under items 760.05 and 760.10 reflect trade agreement concessions negotiated under the General Agreement on Tariffs and Trade (GATT), the first of which became effective on June 30, 1956, for item 760.05 and on July 1, 1962, for item 760.10. The duties applicable to imports under these two items are compound rates, the ad valorem equivalents of which, based on imports in 1976, were 22.5 percent for item 760.05, and 16.8 percent for item 760.10.

The current rate of duty applicable to imports under item 760.12 (8.5 percent ad valorem), reflects GATT reductions in five annual stages, the most recent of which became effective on January 1, 1972. The prior rate (17.5 percent ad valorem), had been in effect since the implementation of the TSUS, August 31, 1963. Prior thereto, imported refillable pencils of the type covered by this item, were dutiable under one of several paragraphs of the Tariff Act of 1930 at different rates of duty; each of these rates had been reduced under previous GATT concessions. The 17.5 percent rate reflected the rate under which most imports were dutiable prior to the implemention of the TSUS.

The current rate of duty for imports under item 760.15 (20 percent ad valorem), has been in effect since the implementation of the TSUS. Prior to that time, such marking pens were dutiable under one of a number of paragraphs of the Tariff Act of 1930 at various rates of duty, each reflecting earlier GATT concessions. The 20 percent rate represented an approximate weighted average of the numerous rates then applicable to these products.

In response to a problem regarding the classification of certain marking pens, the Treasury Department ruled that "stick pens, consisting of a plastic barrel, cap, and a writing nib with a metal collar, with the writing tip made of a thermoplastic, and with grooves or channels manufactured into the nib (these channels serving as a conduit for the ink), are classifiable, for duty purposes, under TSUS item 760.05 (T.D. 71-179(8))." Subsequent decisions (Office of Regulations and Rulings decisions 73-0385 and 74-0190), reiterated the prior Treasury Decision.

The Domestic Market

With the exception of a small part of the total population, such as those who are illiterate or too young to use writing instruments, the products covered herein are marketed to virtually every segment of society.

Because of the relatively low unit price, and consumer need, the market for writing instruments has been less affected by changes in the business cycle than that for most other manufactured products. Also, the rate of inflation, as reflected by prices of writing instruments, has been substantially less than that for all products. In this connection, the prices of writing instruments rose by approximately 20 percent during 1967-76, while prices for all manufactured products increased by about 70 percent.

Major market segments

The U.S. market for writing instruments is divided into three major categories--the over-the-counter market, the office supply market, and the advertising specialty, premium, and business gift market.

Over-the-counter market.--The over-the-counter, or retail sales, market has been the largest market for writing instruments. Sales to this market accounted for about 50 percent of total annual industry sales in recent years. Various retail outlets, such as department stores, jewelry stores, supermarkets, catalog showrooms, drug stores, and variety and gift shops carry a variety of writing instruments spanning a wide price range. Drug stores with an estimated 20 percent of the retail market, followed by department stores with 18 percent, stationery stores with 15 percent, and catalog showrooms with 12 percent, are leading outlets for sales of writing instruments in the over-the-counter market.

Office supply market.--The office supply or commercial market accounts for approximately 20 percent of total annual sales of writing instruments. Businesses, both industrial and commercial, purchase writing instruments for the use of their employees at their places of business. The writing instrument industry sells to various office supply distributors who in turn sell to the office supppy market.

Advertising specialty, premium, and business gift market.--The remaining 30 percent of annual industry sales of writing instruments is accounted for by the advertising specialty, premium, and business gift market. Advertising specialty sales are writing instruments on which a slogan or firm name has been printed; they are usually distributed free of charge by the identified firm. Premium sales are writing instruments which are distributed free with another product to promote the sale of the latter. Business gift sales are those to corporations and/or businesses for distribution as gifts to their officers, employees, associates, potential customers, and others. The advertising specialty, premium, and business gift market has traditionally been an important market to the writing instrument industry.

Advertising

Advertising plays an important role in the marketing of writing instruments. In 1974-76, industry expenditures for advertising averaged about $10.9 million annually, with the six largest firms accounting for about 90 percent of that total, as shown in the following table.

Writing instruments: National advertising expenditures, 1974-76

(In thousands of dollars)

Manufacturer	1974	1975	1976
Gillette Co.	3,500	3,198	3,929
Parker Pen Co.	2,381	1,669	1,512
Sheaffer-Eaton	1,463	1,241	1,132
A.T. Cross Co.	701	633	659
Berol Corp.	653	722	501
Bic Pen Corp.	3,800	1,600	328
All other	1,067	997	964
Total	13,565	10,060	9,025

Source: Advertising Information Services, Inc.

Of the advertising expenditures shown above, 53 percent went to network television, 37 percent to magazines, and 10 percent to radio and newspapers.

U.S. consumption

U.S. apparent consumption of all writing instruments increased from $233.5 million in 1967, to $270.5 million in 1969, or by 16 percent, and then declined slightly (less than 1 percent) in the recession years of 1970 and 1971, when it averaged $269.1 million annually (table 2). 1/ Consumption rose in each of the next 3 years from $305.6 million in 1972, to $339.7 million in 1974, or by 26 percent above the average for 1970-71. In 1975 (another recession year) consumption fell by 3 percent from what it was in 1974, to $329.2 million. According to industry sources, the decline in 1975 can be attributed primarily to inventory adjustments by wholesalers and retailers since over-the-counter-sales by retailers reportedly did not decline. In 1976, consumption increased by 17 percent over the previous year and amounted to $384.7 million, at which level it was 65 percent above that recorded in 1967.

In terms of value, the ratio of imports to consumption averaged about 2.8 percent during 1967-71, and rose to an average of 3.7 percent during 1972-76. Although complete quantity data are not available from which to calculate the ratio of imports to consumption, this ratio probably did not exceed 2 percent in any year during the period covered.

Fountain pens and ball-point pens.--Fountain pens and ball-point pens 2/ accounted for 52 percent of the total value of all writing instruments consumed in the United States in 1976. However, ball-point pens were by far the more important of the two, accounting for more than 90 percent of the aggregate value of sales of these products (table 3). Except for the recession years of 1970-71 and 1975, annual consumption of these products increased steadily from 1.2 billion units, valued at $143.3 million in 1967, to 1.5 billion units, valued at $200.3 million in 1976, or by 25 percent in quantity and 40 percent in value. In terms of quantity, the ratio of imports to consumption increased from 0.2 percent in 1967, to 2.8 percent in 1976. In terms of value, the ratio, although negligible, increased from 0.5 percent in

1/ Both the Writing Instrument Manufacturers Association, Inc. (WIMA), and the Bureau of the Census collect data on the writing instrument industry. The data published by WIMA, while encompassing the entire industry, are limited to the number of producers and to shipments, by type. The data published by the Bureau of the Census under product code 3951 of the Standard Industrial Classification (SIC) include data for pens, mechanical pencils and parts (parts are not a subject of this summary). According to WIMA, however, the data in SIC 3951 are substantially understated. However, the Census data are valuable in that they are detailed and cover aspects of the industry not covered by WIMA statistics. In addition, Census data are representative of the industry and consequently are useful to indicate trends and economic conditions prevailing at a particular point in time. For these reasons, statistics compiled by both sources are utilized in this summary.

2/ The data on U.S. producers' shipments and imports are not strictly comparable. U.S. producers' shipments include only data on U.S. shipments of fountain pens and ball-point pens, whereas the import data include these products plus stylographic pens and combination pens and pencils; however, U.S. producers' shipments of these products are relatively small.

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1967, to 4.5 percent in 1976. The ratio of imports to producers' shipments also increased during 1967-76, but remained below that of imports to consumption, in terms of both quantity and value.

Mechanical pencils.--Consumption of mechanical pencils, including clutch pencils, accounted for about 10 percent of the value of all writing instruments consumed in the United States in 1976 (table 4). Apparent consumption of these products increased irregularly from 58.8 million units, valued at $20.3 million in 1967, to 73.0 million units, valued at $37.3 million in 1976, or by 24 percent in quantity and 84 percent in value. In terms of quantity, the ratio of imports to consumption increased irregularly from 6.5 percent in 1967, to 22.0 percent in 1976. The ratio of imports to producers' shipments also increased irregularly over the period, and was slightly greater than that of imports to consumption.

Marking pens.--Marking pens were the second most important product for the writing instrument industry in 1976, accounting for 36 percent of the total value of writing instruments consumed in the United States (table 5). Except for the recession year of 1975, annual consumption of marking pens increased steadily, rising from a value of $75.6 million in 1968, to $138.0 million in 1976, or by 83 percent. The ratios of imports to consumption and to U.S. producers' shipments decreased irregularly during 1968-76, and were 4.7 and 4.8 percent, respectively, in 1976.

U.S. prices

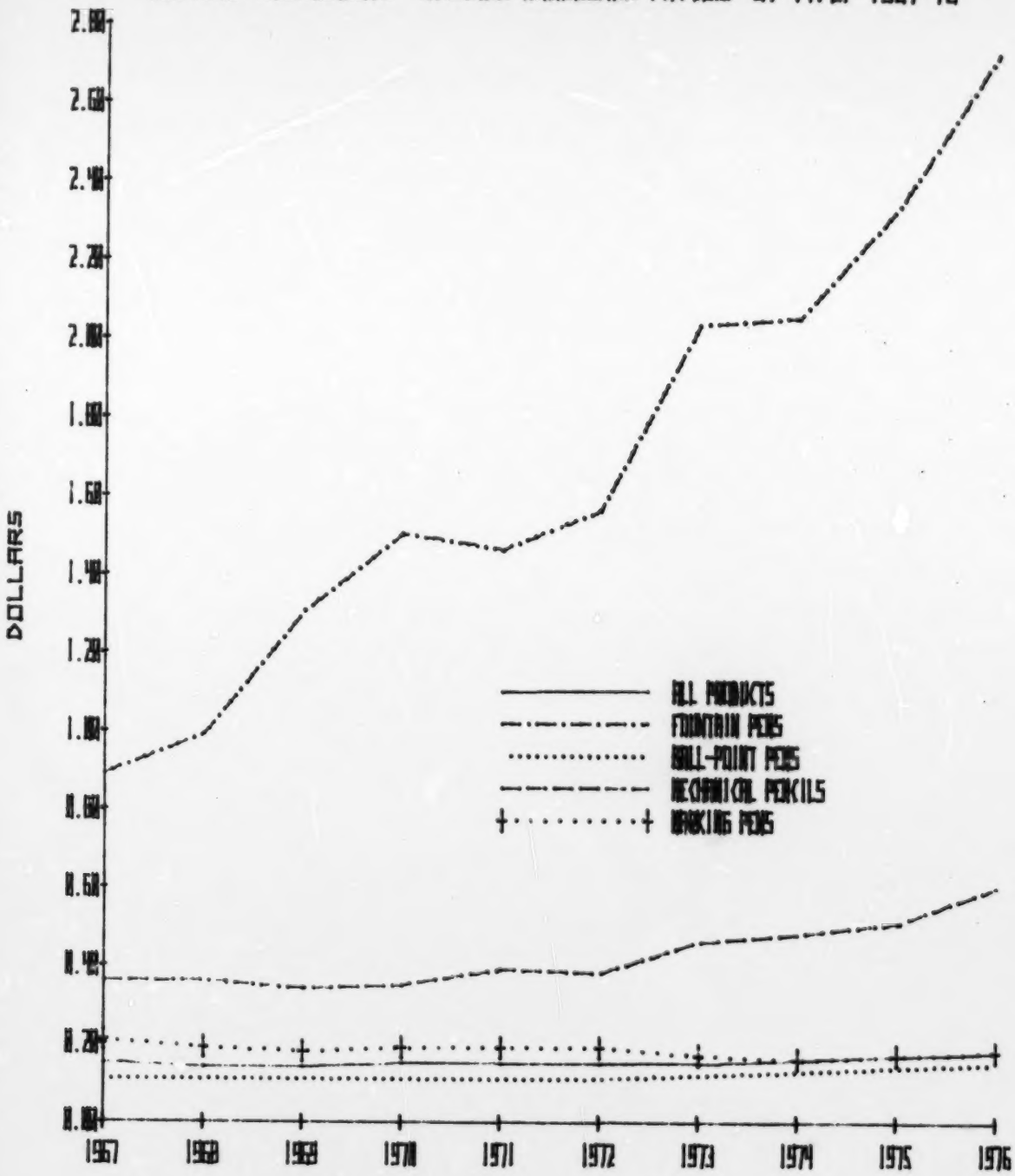
The average wholesale price of all writing instruments rose by 20 percent, from an average of $0.15 in 1967, to $0.18 in 1976, while the average wholesale price for all manufactured products increased by about 70 percent. The graph on page 10 shows the price trends of those writing instruments which account for the bulk of total sales.

Among all the products covered in this summary, the price for fountain pens increased at the greatest rate, rising from $0.89 each in 1967, to $2.72 each in 1976, or by about 200 percent. The sharp increase in the average price of fountain pens is attributable largely to sharp increases in manufacturing costs and material costs, expecially gold, and to a decline in the market for fountain pens, causing many manufacturers of low- and medium-priced pens to withdraw from the market, leaving only producers of high-priced fountain pens.

The average price of ball-point pens increased by 36 percent, rising from $0.11 each in 1967, to $0.15 each in 1976. Increased sales of higher priced refillable ball-point pens as well as inflationary pressures, were the reasons for the increases in the average price for all ball-point pens.

Mechanical pencil unit prices increased irregularly from $0.36 in 1967, to $0.60 in 1976, or by 67 percent. The sharp increases in these prices are a result of increased demand for ultra-fine lead pencils and matching pencils for gift pen and pencil sets, both of which have high unit values.

WRITING INSTRUMENTS: AVERAGE WHOLESALE PRICES, BY TYPE, 1967-76



SOURCE: WRITING INSTRUMENT MANUFACTURERS ASSOCIATION, INC.

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The average unit price for marking pens declined irregularly from $0.21 in 1967, to $0.18 in 1976, or by about 14 percent, reflecting the increased demand for the lower priced, porous point, marking pens.

U.S. Production

According to WIMA, approximately 175 firms produce virtually all of the domestic output of writing instruments. Although there has been some plant-site relocation over the years, this industry can be characterized as one of general economic stability; thus, there was little, if any, change in the number of producers during 1967-76.

Of the 175 producers, virtually all of them manufacture only writing instruments, writing instrument parts, or related products, such as wood-cased pencils and ink, in the plants producing writing instruments. A dozen firms accounted for roughly 60 percent of the total dollar volume of annual shipments. These firms and their location are listed below:

Firm	Location
A.T. Cross Co.	Lincoln, R.I.
Berol U.S.A.	Danbury, Conn.
Bic Pen Corp.	Milford, Conn.
David Kahn, Inc.	Deer Lake, Pa.
Faber-Castell Corp.	Newark, N.J.
Ritepoint	St. Louis, Mo.
Paper Mate (div. of Gillette Co.)	Santa Monica, Calif.
Parker Pen Co.	Janesville, Wisc.
Pentel of America, Ltd.	Torrance, Calif.
Scripto, Inc.	Atlanta, Ga.
Sheaffer-Eaton	Fort Madison, Iowa
U.S. Pencil and Stationery Co.	West Caldwell, N.J.

Virtually all of the 175 manufacturers produce more than one of the products covered herein. In this conection, WIMA reported in its 1976 directory that there were 138 firms producing ball-point pens; 3 producing fountain pens; 93 producing fine-line, or porous point, marking pens; 74 producing thick-line marking pens; 73 producing mechanical pencils; 5 producing clutch pencils; and 85 producing desk pen sets. 1/

Approximately 90 percent of all domestic producers operate under corporate ownership or control, most of which are single unit firms; a much smaller number of manufacturers operate multiunit establishments. Data for SIC 3951 of the Census of Manufactures for 1972 (the latest year for which such data are available), shows that of 117 reporting firms, 89 were single unit companies, of which 77 were under corporate ownership or control, and only 28 were multiunit companies, all of which were incorporated, as shown in the tabulation that follows:

1/ Stylographic pens were not included in the WIMA directory; such production, however, was negligible.

Item	Establishments
Single unit companies (total)	89
Corporate ownership or control	77
Noncorporate ownership	12
Multiunit companies (all corporate ownership)	28
Total companies	117

Major producing areas

As mentioned earlier, there are about 175 domestic producers of writing instruments. Most of these firms are concentrated in the Northeast region of the United States, with other areas of significantly less importance. The percentage distribution of domestic producers, by geographic area, in 1967 and 1972 was as follows:

	1967 (percent)	1972 (percent)
Northeast region	62	54
North Central region	14	17
South region	8	16
West region	16	13
United States, total	100	100

In 1972, New York, with more than 50 percent of the total number of establishments in the Northeast region, was by far the most important producing State in that region; other States with significant production were New Jersey and Rhode Island. Illinois was the most important producing State in the North Central region, accounting for 35 percent of the total number of establishments; Wisconsin, Missouri, and Iowa accounted for the bulk of the remaining establishments in the North Central region. In the South region, Florida, with 32 percent of the establishments, was the principal producing State, with Tennessee, Kentucky, and Virginia of secondary significance. California was the only significant producing State in the West region, with 87 percent of the total number of establishments in that region.

Table 6 shows the geographic distribution of U.S. producers in terms of general shipments of writing instruments in 1967 and 1972. The share of shipments by producers in the Northeast and North Central regions registered losses of 5.1 and 0.5 percentage points, respectively, while producers in the South recorded an increase of 1.7 percentage points and those in the West, a 3.9 percentage point gain during the period shown. The Northeast region, nevertheless, remained the most important producing area, accounting for nearly 42 percent of total industry general shipments in 1972.

Industry concentration

According to Census data, the large establishments, i.e., those employing 100 or more employees, account for the major share of general shipments of the writing instrument industry. In 1963, 26 establishments, each employing 100 or more employees, accounted for 78 percent of general shipments; in 1967, 25 establishments, each employing 100 or more employees, shipped 77 percent of all such shipments; and in 1972, 27 such establishments accounted for 83 percent of shipments (table 7).

Census data also show that the four largest firms, which represented about 3 percent of the number of producing establishments in 1963, accounted for 48 percent of the value of general shipments in that year. By 1972, these 4 companies' share of such shipments decreased slightly, to 47 percent. The 8, 20, and 50 largest companies accounted for 60, 79, and 94 percent, respectively, of general shipments in 1963. By 1972, the shares of these companies had increased to 63, 82, and 96 percent, respectively (table 8). 1/

Employment and wages

Employment in the writing instrument industry (comprised principally of women) decreased irregularly during 1967-75. According to Bureau of Census data, employment in this industry recorded about a 10 percent decrease in the total number of employees during that period. By contrast, the Bureau of Labor Statistics reports that employment in all manufacturing declined by only 2.6 percent in the same period. The ongoing efforts by the writing instrument industry to increase the automation of its manufacturing process was the major factor contributing to this decline. It is apparent from the data in table 9 that the writing instrument industry as a whole is relatively labor intensive. During 1967-75, the percentage of production workers to all employees in the writing instrument industry was almost always higher than that in all manufacturing.

Table 10 shows the geographic distribution of employment in the writing instrument industry during the census years 1967 and 1972. Although the number of employees in both the Northeast and North Central regions decreased by about 18 percent and 5 percent, respectively, they remained by far the most important employment areas in the industry, accounting for nearly 37 percent and 33 percent, respectively, of total industry employment in 1972. The West region was the only area to increase its share of total employment, rising from 11 percent in 1967, to almost 16 percent in 1972.

The hourly and weekly earnings in establishments producing writing instruments remained below the earnings in all manufacturing and durable goods during 1967-75. However, during that period, wages increased at a greater rate in the writing instrument industry than those in both all manufacturing and the durable goods industry (table 11).

1/ According to WIMA, 12 firms (see page 17) accounted for about 60 percent of the total value of shipments in 1976.

Value added

During 1967-75, the value added by manufacture per employee in this industry, as reported in the Annual Survey of Manufactures was, in most years, slightly below that in all manufacturing and in durable goods, which averaged 90 percent and 88 percent, respectively (table 12). However, the writing instrument industry registered an 88 percent increase in the value added per employee, compared to increases of 81 percent in all manufacturing and 78 percent in durable goods.

U.S. producers' costs

The Census of Manufactures reports certain data on the costs of doing business incurred by the domestic writing instrument industry. Table 13 shows total labor and payroll costs in this industry. Over the period 1967-75, while the number of employees in the industry decreased by about 10 percent, total labor costs increased by 64 percent, and the average total cost per employee increased by 81 percent. Payroll as a percentage of labor costs declined steadily during 1967-75, from 90.4 percent to 86.2 percent, or by 5 percent, reflecting in part an increase in payments to social security and other legally required employer programs.

The ratios of plant operating costs to general shipments for all operating manufacturing establishments, and in the production of writing instruments are shown in table 14. During 1967-75, total labor costs as a percentage of general shipments was consistently higher for the writing instrument industry (by an average of 7.5 percentage points) than for all operating manufacturing establishments. However, the other major cost area, the ratio of costs of materials, fuels, and so forth to general shipments, was consistently higher for all manufacturing operating estblishments than for the writing instrument industry, with all manufacturing averaging 54.4 percent, and writing instruments averaging 35.0 percent.

In addition to the previously mentioned cost ratios, certain plant-operating cost ratios are available for 1972 for the writing instrument industry, ranked by value of general shipments. Although data are not available on this basis for total labor costs, they are available for payroll costs, which accounted for 88.5 percent of total labor costs for the writing instrument industry in 1972. The four largest companies had the lowest ratio of payroll to general shipments, 24.7 percent (table 15); at the same time, these companies had the lowest percentage of costs of materials, fuels, and so forth to general shipments, 25.2 percent.

U.S. producers' shipments

Trend of shipments.--U.S. producers' shipments of writing instruments, as reported by WIMA, rose from 1.6 billion units, valued at $241.5 million in 1967, to 2.3 billion units, valued at $420.3 million in 1976--an annual average increase of 3.9 percent in quantity, and 6.3 percent in value (table 16). However, this increase was not without interruption, as units shipped

dropped slightly (by 2.5 percent) in 1970-71--a period of economic slack--from the 1969 level; the value of shipments, however, continued to rise during those years. Thereafter, shipments rose in each year until 1975 (another recession year), when total units dropped by 9.5 percent, and the value declined by 1.5 percent from 1974. In 1976, producers' shipments resumed their upward trend, increasing by 8 percent in quantity, and by 15 percent in value, over 1975.

Composition of shipments.--Table 17 shows the percentage of total U.S. producers' shipments, by quantity, accounted for by each of the principal types of writing instruments, in each of the years during 1967-76.

Shipments of ball-point pens (both refillable and nonrefillable), accounted for the largest portion of total sales during 1967-76. While such sales increased in absolute terms during the period, they declined in relative terms owing to the increased popularity of porous point pens. Aggregate shipments of ball-point pens dropped from 76 percent of total shipments in 1967, to 61 percent in 1975, and then rose to 65 percent in 1976; during the 10-year period, refillable pens dropped from 41 percent of the total to 28 percent, while shipments of nonrefillable pens rose slightly, from 35.6 percent to 36.2 percent.

Aggregate shipments of marking pens (both thick-line and porous point) increased their share of total shipments during 1967-76, rising from 18 percent in 1967 to about a third of the total in 1976. The greatest portion of this increment resulted from a sharp increase in shipments of porous point pens, some of which displaced sales of fountain pens, ball-point pens, mechanical pencils and wood-cased pencils, the latter not a subject of this summary. Shipments of porous point pens more than doubled from 1967 to 1975, rising from 12 percent of total shipments in 1967, to 27 percent in 1975, before declining to about 24 percent in 1976. Shipments of thick-line marking pens rose irregularly from about 6 percent of the total in 1967, to 9 percent in 1976.

Shipments of desk pen sets were relatively insignificant during 1967-76, accounting for less than one-half of 1 percent of annual shipments. Similarly, fountain pens accounted for only 1.6 percent of producers' shipments in 1967, and declined thereafter to less than one-half of 1 percent in each year beginning in 1972; shipments of mechanical pencils accounted for 3.5 percent of total shipments in 1967, and declined irregularly thereafter to 2.6 percent in 1976.

Product specialization

The Census of Manufactures show that firms classified as being in the writing instrument industry (SIC 3951) are characterized by a high degree of primary product specialization. In 1963, 1967, and 1972, the primary product specialization ratios for firms in this industry were 90 percent, 92 percent, and 92 percent, respectively, indicating a very high dependence of this industry on the output of writing instruments.

In addition, nearly all of the value of shipments of writing instruments is contributed by firms classfied as being in the writing instrument industry. The coverage ratio, from the Census of Manufactures, clearly establishes this fact; in 1963, it was 93 percent; in 1967, 93 percent; and in 1972, 91 percent.

These two statistics, when taken together, depict the writing instrument industry as being almost totally dependent on its primary product and having little competition from domestic producers of writing instruments by firms classified, according to their respective primary products, in other industries.

U.S. producers' inventories

U.S. producers' yearend inventories of writing instruments, although less affected by changes in business cycles than most products, are nonetheless sensitive to such changes. For example, the level of writing instrument inventories (table 18) dropped in 1971 (a recession year) after steadily climbing in each year during 1967-70. Similarly, inventories rose rather sharply in each year during 1972-74, but leveled off in 1975 (another recession year). It should be noted that writing instrument inventories increased at a slightly greater rate than those for all manufacturing during 1967-75; the value of inventories of writing instruments more than doubled during 1967-75, and inventories of all manufacturing almost doubled during the same period. A significant part of these increases occurred after 1971. Increasing prices resulting from inflation during that time period, probably accounted for a significant part of these increases.

The data also indicate a gradual upward trend in the percentage of total writing instrument inventories invested in finished products. Inventories of finished products averaged over 27 percent of total inventories during 1967-75. While this average was below that of both all manufacturing and the pen, pencil, office, and art supplies industry during that period, it should be noted that in 1975, for the first time, the writing instrument industry carried a higher proportion of finished goods in inventory than did all manufacturing, indicating the industry's increased reliance on finished goods.

The data in table 19 show ratios of yearend inventories to general shipments for 1967-75, as reported by the Bureau of the Census. The writing instrument industry almost always registered a higher ratio of inventories to shipments than all manufacturing, durable goods, or the pen, pencil, office, and art goods industry. Thus, it appears that the writing instrument industry must maintain a higher level of inventories for each dollar of shipments than is required for other manufacturing. It should be noted that during the 2 bad years in the business cycle, 1971 and 1975, the inventory ratio decreased in the writing instrument industry, indicating strong sales of writing instruments during those years as the value of industry shipments increased, while prices remained relatively stable.

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Pricing and marketing of U.S. production

As indicated earlier, the U.S. writing instrument market is divided into three major categories--the over-the-counter market, the office supply market, and the advertising specialty, premium, and business gift market. Marketing efforts by this industry are tailored to fit the needs of the specific markets and trade channels.

Over-the-counter market.--Writing instruments are marketed through various retail outlets on both a direct basis--by the limited sales force each company employs--and through stationery wholesalers and pen distributors. Wholesalers and distributors provide a local source of supply for the retail outlets, and also provide the manufacturers access to retail accounts that are uneconomical to service with a direct sales force. Sales of writing instruments to the military, for resale in post exchanges and commissaries, are usually handled by a distributor, as the geographic dispersion of the market does not permit the manufacturer to service it efficiently. In the over-the-counter market, the manufacturer sets a suggested retail price. The net dealer cost is stated in terms of discounts from the list price, which is generally 50 percent or 50/10 percent off the list price to those retailers buying directly from the manufacturer. Indirect accounts, such as wholesalers and distributors, receive the same discount as a direct account, or a slightly larger discount, sometimes 50/10/10 percent off the list price. The indirect account will then resell to the retail outlet at a smaller discount, generally 40 percent off list price. Transportation and freight costs on small orders (usually less than $300) are billed to the dealer; on large orders (over $300), these costs are absorbed by the manufacturer. Trucks are the principal mode of transportation used by the domestic producers of writing instruments.

Office supply market.--Writing instrument manufacturers sell to various contract stationers, office supply dealers, and in some instances, stationery wholesalers, who in turn sell directly to commercial and industrial businesses. These dealers not only carry a large inventory of a variety of writing instruments, but also carry a complete line of office supplies, thus affording the various offices and businesses "one-stop" shopping for all of their office supply requirements. Seldom does the industry sell directly to the ultimate consumer. As in the case of sales to wholesalers and distributors in the over-the-counter market, a suggested list price is set by the manufacturer, and discounts to the various stationers and dealers are generally 50 percent or 50/10 percent off the list price. They (the stationers and dealers) then sell to the various businesses at 40 percent off list. Incentives, such as prizes, free merchandise, and additional discounts are given by the various manufacturers to the dealers in the office supply market to bolster sales. Transportation costs and modes of transportation are the same in the office supply market as it is in the over-the-counter market.

Advertising specialty, premium, and business gift market.--This market is generally serviced through a network of franchised distributors that specialize in this field. Merchandise is normally custom ordered as very few distributors maintain a significant inventory of this type of merchandise. The manufacturers complete the order, including any required imprinting and

engraving, and ship either to the distributor or directly to the distributor's customer. As in the other two market segments, suggested list prices are established and dealer net prices are discounted from the list price. Depending on the quantity of the order, the distributor discount will range from 50 percent to as much as 75 percent off the list price; however, the higher priced writing instruments are seldom sold at a discount of more than 50/10 percent off list price. Freight charges are generally billed directly to the distributor. The principal method of shipment in this market is also by truck.

U.S. Exports

Export trends

The United States has traditionally been a large net exporter of writing instruments; the value of annual exports generally exceeded that of imports by 2 to 4 times during the decade beginning in 1967.

Aggregate U.S. exports trended irregularly upward from an estimated 53.4 million units in 1967, to 174.5 million units in 1974, and then dropped to an estimated 129.8 million in 1976. 1/ The value of exports over the period rose without interruption, from about $14.5 million in 1967, to $55.0 million in 1976, or by about 275 percent (table 20). During the period, shipments of ball-point pens accounted for an average of 61 percent of the total quantity and 52 percent of the total value of annual exports; fountain pens accounted for 6 percent and 36 percent, respectively; marking pens accounted for 31 percent and 7 percent, respectively; and mechanical pencils (including clutch pencils) accounted for 2 percent and 5 percent, respectively.

U.S. exports of fountain pens, which account for the great bulk of domestic manufacturers' sales of these articles, rose irregularly from 3.1 million units, valued at $6.8 million in 1967, to an estimated 7 million units, valued at $18.3 million in 1976, the highest level during the period. Although fountain pens were shipped to many countries, with Japan, Hong Kong and Saudi Arabia being the most important over the years, recently these countries were joined by Kuwait and Canada as important markets (table 21).

Exports of ball-point pens rose only slightly from 1967-72--from 33.3 million units, valued at $6.1 million in 1967, to 36.6 million units, valued at $11.6 million in 1972. In 1974, however, such shipments jumped by 223 percent (in quantity) over 1972, surging to 118.1 million units, valued at $24.2 million. Thereafter, exports dropped sharply (in quantity only) to 73.3

1/ The quantity data for 1976 for fountain pens are partly estimated. The U.S. Department of Commerce reported exports of fountain pens under Schedule B No. 895.2110 to be 9.7 million units in 1976. However, WIMA reported domestic shipments of fountain pens to be 7.4 million units in that year. An analysis of the export declarations for 1976 indicated numerous incorrect declarations under the fountain pen category, thus suggesting the reliability of the export data not only for fountain pens, but for all writing instruments, is questionable.

million units, valued at $30.2 million in 1976; exports in that year were some 120 percent higher than the 1967 level, in terms of units shipped, and five times larger by value. Table 22 shows that ball-point pens were shipped to numerous countries with no geographic concentration evident. Japan, Hong Kong, the United Kingdom, and Venezuela have been important markets over the years.

Export shipments of soft-tipped marking pens grew irregularly during 1968-7¢, 1/ with the greatest increase occurring after 1972. Exports rose from 16.3 million units, valued at $1.0 million in 1968, to 17.0 million units, valued at $1.1 million in 1972. In 1973, however, such shipments leaped to 33.6 million units, valued at $3.1 million, and increased irregularly thereafter until 1976, when they amounted to 46.6 million units, valued at $4.1 million. The sharp increase after 1972 is largely attributable to increased sales of fine-line, or porous point pens. Exports of marking pens were shipped to many countries, with Canada predominating. Other significant markets were France, the United Kingdom, Hong Kong, Japan, and West Germany (table 23).

Exports of mechanical pencils (including clutch pencils) increased irregularly from 1.4 million units, valued at $660,000 in 1967, to 2.9 million units, valued at $2.4 million in 1976, or by 107 percent (in quantity) and by 243 percent (in value). Table 24 shows that the United Kingdom was the most important market during 1967-76, with Canada, Japan, and Hong Kong also of significant importance.

Many of the firms within the writing instrument industry are members of the Domestic International Sales Corporation (DISC). Enacted into law in 1971, the DISC was established to encourage American businesses to increase their exports of U.S. goods and services by deferring payment of Federal income taxes on about 25 percent of the earnings realized from overseas sales. The tax deferred by this method, however, must be reinvested in the manufacturers' export business or other assets related to exports. Under DISC, the basic corporate income tax rate of 48 percent is reduced to 36 percent.

The value of U.S. exports as a percent of the total value of producers' shipments, increased from 6 percent in 1967, to 13 percent in 1976. It would appear that the tax incentives offered through DISC have given an added impetus to an industry already strong in export sales.

Exporters

Most of the larger U.S. manufacturers of writing instruments are also substantial exporters. Typically, a manufacturer will carefully select one importer in each foreign market who is well qualified and experienced in selling writing instruments or related products, to serve as its distributor for that country or market. The distributor will agree to carry adequate inventory, hire salesmen, give credit, offer repair service, and promote and sell the manufacturer's products exclusively.

1/ Data are not available for 1967.

The export division of the domestic producer services orders from its foreign distributors. The necessary export documents are usually prepared by the domestic concern, but in some instances freight forwarders and brokers are used. Orders are filled and shipped by truck to the coast and then transported by ocean vessel to the foreign port. All freight and insurance is paid by the customer. Orders are usually sent to the foreign distributor, but in certain instances directly to the customer.

Preferences for writing instruments in overseas markets differ from those in the United States. Each foreign market or region has developed its own preferences and needs. For example, fountain pens are extremely popular overseas, but not in the United States. Writing instruments of precious metals, especially gold, are in greater demand overseas. The Oriental markets prefer fine and extra-fine points. Color preferences also vary from market to market. As a result, marketing methods can vary drastically from country to country outside the United States, and marketing techniques that are successful in the U.S. may not necessarily be so in foreign markets; however, pricing of United States exports is similar to that in the domestic market.

U.S. Imports

Import trends

For the most part, imports consist of the same types of writing instruments as those produced by domestic manufacturers. Though they have increased over the years, market penetration by imports has not been significant.

In terms of value, 1/ aggregate imports of writing instruments rose irregularly during 1967-76, from $6.5 million to $19.3 million, or by nearly 200 percent (table 25). By far the major part of this increase occurred in imports entered under item 760.05, fountain pens, ball-point pens and certain other pens and pencils, and item 760.12, other refillable pencils. Most of the surge in imports under item 760.05 resulted from sharp increases in entries of ball-point pens. Imports under this provision jumped from 2.5 million units, valued at $667,000 in 1967, to 40.6 million units valued at $9.1 million in 1976. Most of the increase under item 760.12 is attributable to increased imports of clutch pencils which are used by draftsmen; there was, however, a significant rise in entries of inexpensive refillable pencils in the early 1970's. Imports under this provision rose from 1.4 million units, valued at $299,000 in 1967, to 14.4 million units, valued at $3.5 million in 1976.

During 1967-76, imports of mechanical pencils (item 760.10) dropped from 2.4 million units, valued at $321,000 in 1967, to 1.7 million units, valued at $313,000 in 1976. Imports of marking pens (item 760.15) declined irregularly from $5.2 million in 1967, to $3.8 million in 1975, and then rose sharply to $6.5 million in 1976.

1/Quantity data for imports under TSUS item 760.15, marking pens, and so forth, are not available.

The quantity of imports of fountain pens, ball-point pens, and certain other pens and pencils (item 760.05) increased sharply in the decade beginning in 1967 (table 26). Japan was the principal supplier of imports under this provision, accounting for more than 50 percent of the total quantity imported through 1974 and for 60 percent in 1975-76. Imports from Japan have consisted predominantly of ball-point pens. A large part of the remaining imports over the 10-year period were supplied by France, Italy, and Denmark; ball-point pens were also the principal product imported from these sources. The wide variation that exists in the f.o.b. unit values of imports (from $0.02 each to $3.24 each), reflects entries of a variety of articles, from inexpensive ball-point pens, to high-priced fountain pens and stylographic pens.

Imports of mechanical pencils (item 760.10) trended irregularly downward during 1967-76, dropping by 29 percent in terms of quantity (table 27). Except for 1976, Japan was the principal supplier, accounting for 70 percent of the total quantity imported over the 10-year period. In 1976, however, the quantity of imports from several countries exceeded those from Japan.

The quantity of imports of other refillable pencils (item 760.12) jumped by 900 percent from 1967 to 1976 (table 28). In most years during that period, the Republic of China (Taiwan) was the principal supplier, followed by Japan and West Germany. Aggregated, these countries accounted for 86 percent of the total quantity imported. The wide variation in the f.o.b. unit price (from $0.02 to $1.00 per pencil) indicates a substantial range in quality.

The value of imports of marking pens (item 760.15) dropped irregularly, by 28 percent, during 1967-75, and then jumped by 71 percent in 1976 over the previous year (table 29). Japan was by far the principal source of imports, supplying 88 percent of total imports over the entire period. A very large part of total imports, particularly toward the end of the period, consisted of fine-line, or porous point pens.

As indicated earlier (see U.S. consumption), the ratio of the value of imports to consumption for all writing instruments remained virtually constant at just under 3 percent during 1967-72, but thereafter increased to 5.0 percent in 1976. Industry sources suggest that both the actual increase in imports and in their relative share of the market are attributable, in large part, to the strong marketing efforts by two large Japanese writing instrument manufacturers, Pentel, Ltd. and Pilot Pen Co., Ltd.

In terms of quantity, the ratio of imports to consumption for imports under item 760.05 (fountain pens, stylographic pens, ball-point pens, and so forth), increased steadily, although it remained negligible, from 0.2 percent in 1967, to 2.8 percent in 1976. In terms of value, the ratio increased from 0.5 percent to 4.5 percent over the period. Sharp increases in imports, mostly ball-point pens from Japan, occurred several years after the 50 percent duty reductions, the last stage of which was in 1972. In this connection, imports entered under item 760.05 increased sharply from 2.5 million units in 1967, to 11.7 million units in 1972, a period when duties were being reduced. However, from 1972-76, imports rose by nearly 250 percent, from 11.7 million units to 40.6 million units.

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In terms of quantity, the ratio of imports to consumption for mechanical pencils, including clutch pencils (items 760.10 and 760.12), increased irregularly from 6.5 percent in 1967, to 28.6 percent in 1974, declined to 17.0 percent in 1975, and then rose to 22.0 percent in 1976, at which level it was almost 250 percent above the 1967 level. In terms of value, the ratio increased irregularly from 3.0 percent in 1967, to 10.1 percent in 1976. However, the increase in imports during the period, which occurred in the years both during and immediately after duty reductions, reflected increased entries of very inexpensive refillable pencils under item 760.12.

The ratio of imports to consumption for marking pens, in terms of value, decreased steadily from 7.8 percent in 1968, to 3.0 percent in 1975. In 1976, the ratio increased to 4.7 percent, but it was still below the 1968 level. These decreases are believed to be attributable to the loss of a portion of the U.S. market previously supplied by imports from Japan, combined with the 20 percent rate of duty which was not reduced in the last round of trade negotiations.

Imports of writing instruments entered under items 806.30 and 807.00 1/ of the TSUS have been negligible both absolutely and in terms of total dutiable imports, as shown below:

Year	Total dutiable imports (1,000 dollars)	Total 807.00 1/ imports (1,000 dollars)	Percent of total imports
1970---------	7,271	166	2.3
1971---------	7,317	102	1.4
1972---------	8,997	29	.3
1973---------	10,233	38	.4
1974---------	12,437	74	.6
1975---------	12,049	117	1.0
1976---------	19,345	33	.2

1/ There were no imports under item 806.30.

As indicated earlier, only imports entered under item 760.10 and item 760.12 are subject to preferential duty-free tariff treatment granted to designated beneficiary developing countries under the GSP. The GSP, implemented by Executive Order 11888, became effective on January 1, 1976. Imports of mechanical pencils (item 760.10) entered under the GSP in 1976 were slightly larger than imports from those sources in 1975 prior to the

1/ Under the provisions of TSUS item 806.30, articles of metal (except precious metal) that have been manufactured, or subjected to a process of manufacture in the United States and exported for processing and return to the United States for further processing, are subject to duty only on the value of the foreign processing. Under TSUS item 807.00, imported articles assembled in foreign countries with fabricated components that have been manufactured in the United States are subject to duty upon the full value of the imported product less the value of the U.S. fabricated components contained therein. No further processing is required for articles under TSUS item 807.00.

implementation of the GSP; such duty-free imports under this provision amounted to $44,000, or 14 percent of the total value of imports during that year, compared with $43,000, or 17 percent of the total value imported in 1975, from those countries that received GSP treatment in 1976. Similarly, imports of clutch pencils (item 760.12) under the GSP also increased somewhat in 1976 over 1975, amounting to $219,000, or 6 percent of the total value imported, compared with $217,000, or 9 percent of the total value imported in 1975.

Importers

Many of the larger importers of writing instruments are either domestic producers of writing instruments who import to supplement their product lines, or U.S. representatives of some of the large foreign producers. The following are some of the significant importers of writing instruments: Bic Pen Corp.; Pentel, Ltd.; Dunhill of London; Pilot Pen Co. of America; Walker Pen Co.; Uchida of America; Swan Pencil Co.; F.W. Woolworth Co.; and Berol Corp. U.S. importers, especially the U.S. producers of writing instruments who import to supplement their product lines, price and market the imported products in the same manner as domestically produced instruments.

Foreign producers

Limited information is available on foreign producers of writing instruments. The United States, both through exports and production by its subsidiaries in foreign countries (see following section on world trade), is the world's largest producer of writing instruments, accounting for about 75 percent of total world production. Foreign producers of writing instruments are concentrated mainly in the industrialized countries of the world. Affiliates of leading U.S. and foreign writing instrument producers account for the bulk of the production in the lesser developed countries. The following is a list of the major foreign producers of writing instruments, by country.

Writing instruments: Leading foreign producers, by countries

Country	Producer
Japan	Pentel, Ltd. 1/
	Pilot Pen Co., Ltd. 2/
	Sailor Pen Co., Ltd.
	Mitsubishi Pencil Co., Ltd.
	Uchida Yoko Co., Ltd.
	Platinum Mannenhitsu KK

See footnotes at end of table.

Writing instruments: Leading foreign producers, by countries--Continued

Country	Producer
West Germany	Schneider GMBH Gebr
	Mont Blanc Pen Co.
	Lamy Pen Co.
	Swan Pencil Co., Inc.
	Pelican Pen Co.
Italy	Aurora S.P.A.
	Walker Pen Co.
	Fabbriche Artigiane Riunite
France	Waterman S.A.
	Bic S.A.
	S.T. Dupont S.A.
	Regnault Etablissements S.A.
Mexico	Wearever De Mexico S.A.
	Berol S.A. De C.V.
	Bic of Mexico
Hong Kong (Crown Colony)	Wing Yip Pen Co.
	Kong Wah Industrial
Denmark	Eskesen Pen Co.
Brazil	Berol
	Parker Pen do Brazil
Ireland	A.T. Cross Co.
United Kingdom	Textron Ltd.
	Berol Ltd.
	Biro Bic Ltd.
	Parker Pen Co., Ltd.
	Dunhill of London

1/ Pentel, Ltd., commenced production of writing instruments in the United States in 1973.

2/ Pilot Pen Co., Ltd., reportedly, will commence production of writing instruments in the United States in 1978.

Source: Dun and Bradstreet, Principal International Businesses, 1977

World Trade

International direct investment

The domestic writing instrument industry has had substantial direct investment in production facilities outside the United States for many years. For a variety of reasons, including economic advantages, overcoming tariff and nontariff barriers, and gaining access to overseas markets, a number of U.S. writing instrument firms have continued to establish subsidiaries in foreign countries.

Parker Pen Corp., Janesville, Wisconsin, the largest U.S. manufacturer of writing instruments, has the most extensive direct investment outside the United States. Parker has five wholly-owned subsidiaries in Europe, two in Africa, five in Latin America, and two in the Far East. In addition, Parker has joint venture and/or licensing arrangements in 18 countries; most of the licensing arrangements pertain to the manufacture and bottling of fluid ink. Its wholly-owned subsidiaries manufacture various types of writing instruments, usually concentrating on the needs of the local markets, and each is designed to overcome specific barriers to market penetration. All of Parker's subsidiaries are major factors in the markets that they serve.

A.T. Cross, Limited, Ballinasloe, Ireland, a wholly-owned subsidiary of A.T. Cross Co., Lincoln, R.I., manufactures Cross writing instruments for sale in Europe and Africa. Sheaffer-Eaton Division of Textron, Corp., Pittsfield, Mass., has wholly-owned subsidiaries in Canada and Australia and licensing agreements with firms in four Latin American countries--Mexico, Brazil, Argentina, and Venezuela.

Berol Corp. has wholly-owned subsidiaries in Canada, the United Kingdom, Mexico, Colombia, Brazil, and Venezuela. Faber-Castell Corp., Newark, N.J., owns Faber-Castell Canada, Ltd. and Faber-Castell of West Germany. The Gillette Co., Boston, Mass., owner of Paper Mate, also owns S.T. Dupont of France, which manufactures writing instruments (as well as other products) that are sold throughout the world. In addition, some of the smaller firms within the industry also have wholly-owned subsidiaries or licensing agreements with firms overseas.

Aside from the U.S. investment overseas, certain foreign investors own production facilities for writing instruments in the United States. Bic Pen Corp., Milford, Conn., one of the largest producers of writing instruments in the United States, is owned by Societe Bic, S.A.; Bic Pen Corp., U.S.A., owns Bic Pen of Canada, Bic International Corp. of Japan, Bic of Mexico, and Bic of Guatemala. Pentel of America, Ltd., Torrance, Calif., owned by Pentel of Japan, manufactures and imports roller pens, markers, porous point pens, and mechanical pencils for the U.S. market.

Recently, Wilkinson Match, Ltd., United Kingdom, acquired Scripto, Inc., Atlanta, Ga. Scripto has joint venture operations for writing instruments in the United Kingdom and Ireland.

Foreign customs treatment 1/

Writing instruments are provided for under heading 9803 of the Customs Cooperation Council Nomenclature (formerly the Brussels Tariff Nomenclature), and subgroup 895.2 of the Standard International Trade Classification (table 30). These products are dutiable at a wide range of rates throughout the world.

1/ Information in this section has been obtained from a number of sources and its accuracy cannot be assured. Many countries change tariff duties and other factors affecting trade quite frequently. Authoritative information, if desired, should be obtained from the appropriate foreign Government.

As previously mentioned, the United States is involved with many countries in its import and export trade. Fifteen countries account for approximately 95 percent of U.S. imports and for 55 percent of its exports. The following table lists these countries, the specific products, the current rates of duty, and any possible nontariff barriers to trade.

Writing instruments: Foreign rates of duty and possible nontariff barriers to trade, by countries and by types, December 1977

Country	Product	Current rate of duty	Possible nontariff barriers to trade 1/
Brazil	Pens, ball pens, pencils-mechanical.	155% + 20% + 13% I.C.M. + 5% for customs dispatching.	License required for all shipments. Dollar availability tightly controlled by Central Bank.
Canada	Pens	20% on fair market value.	15.4% import tax; special invoicing; discriminatory tariff vis-a-vis EEC. Packaging must be dual language.
	Ball pens	20% on fair market value.	
	Pencils-mechanical.	20% on fair market value.	
Denmark	Fountain pens	8.8% ad val.	15% V.A.T. 2/; discriminatory tariff vis-a-vis EFTA 2/ members.
	Ball pens	8.8% ad val.	
	Pencils-mechanical.	7.4% ad val.	
France	Pens	13%	Pens, 11.67% on duties listed when imported from affiliated companies, be it EEC or other countries. Discriminatory tariff vis-a-vis EEC members. Local sales taxes 25% on gold and silver items, 19% on other products.
	Ball pens	13%	
	Pencils-mechanical.	9.5%	
Italy	Fountain pens	13% ad val.	12% V.A.T.; exchange restrictions; special gold and silver marking; discriminatory tariff vis-a vis EEC members.
	Ball pens	13% ad val.	
	Pencils-mechanical.	9% ad val.	

See footnotes at end of table.

Writing instruments: Foreign rates of duty and possible nontariff barriers to trade, by countries and by types, December 1977--Continued

Country	Product	Current rate of duty	Possible nontariff barriers to trade 1/
Japan	Pens, ball pens	20% CIF 2/	15% commodity tax on Vermeil pens and insignia, place Vendome gold, Regency, and Presidential pens and ball pens. (Yen 25,000 and up retail).
	Others	16% CIF	Import license required. Where specific license required, an import quita applies.
Korea	Pens, ball pens, pencils-mechanical.	--	Importation prohibited.
Kuwait	Pens	Customs duties 4%.	Documents require legalization.
	Ball pens	Customs duties 4%.	
	Pencils-mechanical.	Customs duties 4%.	
Panama	Pens, mechanical pencils, ball pens.	20% ad val. + 6% consular invoice + US$-.02 per carton.	Various duties and taxes on sales promotion material, displays, catalogs, portfolios, etc.
Saudi Arabia	Pens, mechanical pencils, ball pens.	3% ad val. + 2-1/2% of net capital (religious tax).	Shipping documents require legalization.
Switzerland	Fountain pens	Fr. 4.00/gross.	3% statistical tax; 5.4% turnover tax; special gold and silver marking; discriminatory tariff vis-a-vis EFTA 2/ members.
	Ball pens	Fr. 4.00/gross.	
	Pencils-mechanical.	Fr. 4.00/gross.	

See footnotes at end of table.

Writing instruments: Foreign rates of duty and possible nontariff barriers to trade, by countries and by types, December 1977--Continued

Country	Product	Current rate of duty	Possible nontariff barriers to trade 1/
Taiwan	Pens	40% on retail prices less 30%, or on CIF plus 20% (whichever is higher), plus 20% defense tax on basic duty plus 10% surtax on basic duty.	1.87% bank charge for handling import license which has to be deposited 100% upon presentation of application. Shipping documents require legalization.
United Kingdom	Pens, pencils-mechanical.	12.4% (on billing price + [illegible] freight [illegible] p-lifted by 40%).	Discriminatory tariff vis-a-vis EEC & certain EFTA 2/ members.
Venezuela	Fountain pens:		
	Precious metal.	50% ad val.	
	Common metal.	25% ad val.	
	Others	47% ad val.	
	Ball pens:		
	Precious metal (gold or silver).	15% + 70Bs/ kilo.	
	Plastic	10% + 70/Bs kilo.	
	Others	10% + 70/Bs kilo.	Local sales taxes Wholesale: 5 per mille Retail: 3 per mille municipal sales tax.
	Mechanical pencils:		
	Precious metal.	50% ad val.	
	Plastic	10% + 70/Bs kilo.	
	Others	30% ad val.	

See footnotes at end of table.

Writing instruments: Foreign rates of duty and possible nontariff barriers to trade, by countries and by types, December 1977--Continued

Country	Product	Current rate of duty	Possible nontariff barriers to trade 1/
	Soft-tips:		
	Precious metal.	15% + 70/Bs kilo.	
	Plastic	10% + 70/Bs kilo.	
	Others	10% + 70/Bs kilo.	
West Germany	Pens(gold)	13% ad val.	Discriminatory tariff vis-a-vis EEC, 11% V.A.T., 2/ local import taxes 11%, local turnover tax 11%
	Pens	13% ad val.	
	Ball pens	13% ad val.	
	Pencils-mechanical.	9.5% ad val.	

1/ The percentage values given in the listing under "possible nontariff barriers to trade" does not mean the percentage is equivalent to a tariff rate of duty.

2/ Value Added Tax (V.A.T.); cost, insurance, and freight (CIF), European Free Trade Association (EFTA).

Source: Writing Instrument Manufacturers Association, Inc. and the Parker Pen Corp.

Because of efficient manufacturing techniques, and aggressive and imaginative marketing practices by domestic producers, the United States has been a substantial net exporter of writing instruments for many years. However, were it not for restrictive trade practices, and in some countries a total embargo on imports of writing instruments, U.S. exports would probably be even greater than they have been in the past. For example, India, the Republic of Korea, and Mexico prohibit imports of writing instruments, while other countries, such as Argentina, Brazil, Israel, Chile, and Ceylon, assess duties ranging from 100 percent to 500 percent ad valorem on certain writing instruments. In addition to high duties assessed by these and other countries not listed, other restrictions on imports, such as sales taxes on the duty paid value, import licenses, taxes on ocean freight, long term letters of credit requirements, exchange controls and prior deposits, virtually exclude U.S. products from many foreign markets.

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APPENDIX A
STATISTICAL TABLES

Table 1.--Writing instruments: U.S. rates of duty, by TSUS items, July 1, 1963, to present

TSUS item No.	Description	Rate in effect on Dec. 31, 1967	Rate of duty, effective with respect to articles entered on or after Jan. 1--					Col. 2 rate of duty 1/
			1968	1969	1970	1971	1972	
760.05	Fountain pens, including stylographic pens and ball-point pens and ball-point pencils, and combination pens and pencils.	4¢ each + 27% ad val. 2/	3.6¢ each + 24% ad val.	3.2¢ each + 21.5% ad val.	2.8¢ each + 18.5% ad val.	2.4¢ each + 16% ad val.	2¢ each + 13.5% ad val.	6¢ each + 40% ad val.
	Pencils (except ball-point pencils) designed to be refilled, whether known as mechanical pencils, clutch pencils, or by any other name:							
760.10	With a mechanical action for extending, or for extending and retracting, the lead.	32¢ per gross + 30.5% ad val. 3/	29¢ per gross + 27.5% ad val.	26¢ per gross + 24.5% ad val.	23¢ per gross + 21.5% ad val.	20¢ per gross + 18.5% ad val.	18¢ per gross + 16% ad val.	45¢ per gross + 40% ad val.
760.12	Other----------	17.5% ad val. 4/	15.5% ad val.	14% ad val.	12% ad val.	10% ad val.	8.5% ad. val.	45% ad val. 4/
760.15	Marking pens having a wick-like tip of felt or other material.	20% ad val. 5/	6/	6/	6/	6/	6/	40% ad val. 5/

1/ Rate provided in Tariff Act of 1930, unless otherwise noted.
2/ Effective July 1, 1963.
3/ Effective Oct. 1, 1966.
4/ Rate established by the implementation of the TSUS, Aug. 31, 1963. Prior to the effective date of the TSUS, these pencils were not specifically provided for: they were classified under provisions of paragraphs 397, 412, and 1549(a) of the Tariff Act of 1930, and were dutiable according to their component material of chief value at rates ranging from 16-2/3 percent to 19 percent ad valorem. At that time, however, most imports entered under paragraph 1549(a) at 50¢ per gross plus 15 percent ad valorem, equivalent to approximately 17.5 percent ad valorem. Thus, the rate for item 760.12 reflected that applicable to imports under that paragraph. The column 2 rate was similarly derived.
5/ Rate established by the implementation of the TSUS. These rates were derived from a number of tariff paragraphs of the Tariff Act of 1930 under which these pens entered at various rates of duty. The rate shown is an approximate weighted average of the numerous rates then applicable to these products.
6/ Status not affected by the Kennedy round of trade negotiations.

Source: U.S. International Trade Commission.

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Table 2.--Writing instruments: U.S. producers' shipments, imports for consumption, exports of domestic merchandise, 1/ and apparent consumption, 1967-76

Year	Producers' shipments 2/	Imports	Exports 3/	Apparent consumption	Ratio of imports to consumption	Ratio of imports to producers' shipments
	1,000 dollars	1,000 dollars	1,000 dollars	1,000 dollars	Percent	Percent
1967	241,452	6,541	4/ 14,519	4/ 233,474	2.8	2.7
1968	260,944	7,455	14,747	253,652	2.9	2.9
1969	278,498	7,684	15,720	270,462	2.8	2.8
1970	279,129	7,271	17,965	268,435	2.7	2.6
1971	280,685	7,317	18,276	269,726	2.7	2.6
1972	319,366	8,997	22,795	305,568	2.9	2.8
1973	353,275	10,233	39,789	323,719	3.2	2.9
1974	370,158	12,437	42,898	339,697	3.7	3.4
1975	364,666	12,049	47,468	329,247	3.7	3.3
1976	420,347	19,345	55,031	384,661	5.0	4.6

1/ U.S. producers' shipments, imports, and exports are not strictly comparable.

2/ The data are overstated since shipments of bases for desk pen sets are included; such shipments, however, are relatively small.

3/ The data are understated to the extent that they do not include products under Schedule B No. 895.2145--penholders, desk pen sets, and pens, n.e.c.--an unknown part of which are not a part of this summary; such shipments, however, are relatively small, ranging from $618,000 to $1.8 million since 1967.

4/ Partly estimated.

Source: U.S. producers' shipments are compiled from data supplied by the Writing Instrument Manufacturers Association, Inc. Import and export data compiled from official statistics of the U.S. Department of Commerce, except as noted.

Note.--Although precise data are not available, in terms of quantity, the ratio (percent) of imports to consumption for each year of this period probably did not exceed 1 percent.

Table 3.--Fountain pens and ball-point pens: U.S. producers' shipments, imports for consumption, exports of domestic merchandise, 1/ and apparent consumption, 1967-76

(Quantity in thousands of units; value in thousands of dollars)

Year	Producers' shipments 2/	Imports	Exports	Apparent consumption	Ratio (percent) of imports to consumption	Ratio (percent) of imports to producers' shipments
	Quantity					
1967	1,265,276	2,548	36,453	1,231,371	0.2	0.2
1968	1,366,232	2,898	30,231	1,338,899	.2	.2
1969	1,459,876	3,922	30,126	1,433,672	.3	.3
1970	1,395,962	6,430	36,512	1,365,880	.5	.5
1971	1,400,749	8,916	32,537	1,377,128	.6	.6
1972	1,499,844	11,684	40,679	1,470,849	.8	.8
1973	1,569,888	18,785	72,824	1,515,849	1.2	1.2
1974	1,480,917	19,220	124,623	1,375,514	1.4	1.3
1975	1,300,341	23,053	83,256	1,240,138	1.9	1.8
1976	1,490,396	40,607	3/ 80,297	3/ 1,450,706	2.8	2.7
	Value					
1967	155,527	667	12,859	143,335	0.5	0.4
1968	160,403	789	12,992	148,200	.5	.5
1969	168,866	883	13,909	155,840	.6	.5
1970	167,717	1,121	15,803	153,035	.7	.7
1971	166,999	1,538	16,142	152,395	1.0	.9
1972	179,109	2,164	20,556	160,717	1.3	1.2
1973	201,118	3,367	35,238	169,247	2.0	1.7
1974	204,938	5,023	37,505	172,456	2.9	2.5
1975	201,106	5,663	41,573	165,196	3.4	2.8
1976	239,790	9,054	48,551	200,293	4.5	3.8

1/ U.S. producers' shipments, imports, and exports are not strictly comparable.

2/ The data are somewhat understated since shipments of stylographic pens are not included; such shipments, however, are relatively small.

3/ Partly estimated.

Source: U.S. producers' shipments are compiled from data supplied by the Writing Instrument Manufacturers Association, Inc. Import and export data compiled from official statistics of the U.S. Department of Commerce, except as noted.

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Table 4.--Mechanical pencils: U.S. producers' shipments, imports for consumption, exports of domestic merchandise, and apparent consumption, 1967-76

(Quantity in thousands of units; value in thousands of dollars)

Year	Producers' shipments	Imports	Exports	Apparent consumption	Ratio (percent) of imports to consumption	Ratio (percent) of imports to producers' shipments
	Quantity					
1967	56,395	3,831	1,400	58,826	6.5	6.8
1968	55,873	6,222	1,272	60,823	10.2	11.1
1969	65,510	6,094	1,249	70,355	8.7	9.3
1970	57,800	16,180	2,028	71,952	22.5	28.0
1971	55,700	15,840	1,669	69,871	22.7	28.4
1972	59,482	22,712	2,756	79,438	28.6	38.2
1973	53,574	20,727	2,081	72,220	28.7	38.7
1974	58,931	22,236	3,429	77,738	28.6	37.7
1975	56,102	10,938	2,878	64,162	17.0	19.5
1976	59,885	16,093	2,928	73,050	22.0	26.9
	Value					
1967	20,386	620	660	20,346	3.0	3.0
1968	20,091	739	712	20,118	3.7	3.7
1969	22,314	821	690	22,445	3.7	3.7
1970	20,083	990	1,025	20,048	4.9	4.9
1971	21,500	1,029	998	21,531	4.8	4.8
1972	22,848	1,310	1,118	23,040	5.7	5.7
1973	24,852	1,720	1,464	25,108	6.9	6.9
1974	28,331	2,574	1,971	28,934	8.9	9.1
1975	28,614	2,585	2,442	28,757	9.0	9.0
1976	35,928	3,774	2,392	37,310	10.1	10.5

Source: U.S. producers' shipments are compiled from data supplied by the Writing Instrument Manufacturers Association, Inc. Import and export data compiled from official statistics of the U.S. Department of Commerce.

Table 5.--Marking pens: U.S. producers' shipments, imports for consumption, exports of domestic merchandise, and apparent consumption, 1968-76

Year	Producers' shipments	Imports	Exports	Apparent consumption	Ratio of imports to consumption	Ratio of imports to producers' shipments
	1,000 dollars	1,000 dollars	1,000 dollars	1,000 dollars	Percent	Percent
1968	70,707	5,927	1,043	75,591	7.8	8.4
1969	77,071	5,980	1,121	81,930	7.3	7.8
1970	84,323	5,160	1,137	88,346	5.8	6.1
1971	85,540	4,750	1,136	89,154	5.3	5.6
1972	110,312	5,523	1,121	114,714	4.8	5.0
1973	119,400	5,146	3,087	121,459	4.2	4.3
1974	129,100	4,840	3,422	130,518	3.7	3.7
1975	126,612	3,801	3,453	126,960	3.0	3.0
1976	135,657	6,517	4,088	138,086	4.7	4.8

Source: U.S. producers' shipments are compiled from data supplied by the Writing Instrument Manufacturers Association, Inc. Import and export data compiled from official statistics of the U.S. Department of Commerce.

Table 6.--Writing instruments: U.S. producers' general shipments, by geographic areas, 1967 and 1972 1/

Area	1967	1972 2/
	Value (million dollars)	
United States, total	211.8	310.5
Northeast region	98.8	129.0
North Central region	62.8	90.7
South region	22.9	38.9
West region	27.2	52.0
	Percent of total	
United States, total	100.0	100.0
Northeast region	46.6	41.5
North Central region	29.7	29.2
South region	10.8	12.5
West region	12.8	16.7

1/ The data in this table are for SIC 3951, which in addition to the articles covered in this summary, includes parts for these articles which are not a subject of this summary; however, according to the WIMA, the data in SIC 3951 understate the value of producers' shipments by the U.S. industry.

2/ Data for 1972 are not directly comparable with those for 1967 because of a significant revision in the industry's SIC system. Broad-tipped markers, formerly classified in industry code 3953 (product code 3953043), were included in industry code 3951 (product code 3951043) in 1972, but not in 1967.

Source: Census of Manufactures, 1967 and 1972.

Note.--Because of rounding, figures may not add to the totals shown.

Table 7.--Writing instruments: Number of U.S. producing establishments and general shipments, by size of establishment, 1963, 1967, and 1972 1/

Year	Total	Establishments employing an average of--						
		1 to 4 employees	5 to 9 employees	10 to 19 employees	20 to 49 employees	50 to 99 employees	100 to 249 employees	250 or more employees
	Number of establishments							
1963	139	43	11	18	22	19	17	9
1967	119	36	12	10	20	16	14	11
1972 2/	117	27	12	14	25	12	17	10
	General shipments (1,000 dollars)							
1963	185,464	2,027	1,264	4,270	11,408	22,548	47,655	96,292
1967	211,800	1,400	2,700	7,600	10,500	24,500	37,000	128,100
1972 2/	310,500	1,900	2,700	4,400	3/ 43,600	4/	64,100	193,800
	Percent of total shipments							
1963	100	1	1	2	6	12	26	52
1967	100	1	1	4	5	12	17	60
1972 2/	100	1	1	1	3/ 14	4/	21	62

1/ The data in this table are for SIC 3951, which in addition to the articles covered in this summary, includes parts for these articles which are not a subject of this summary; however, according to the WIMA, the data in SIC 3951 substantially understate the number of firms in the U.S. industry.

2/ Data for 1972 are not directly comparable with those for earlier years because of a significant revision in the industry's SIC system. Broad-tipped markers, formerly classified in industry code 3953 (product code 3953043), were included in industry code 3951 (product code 3951043) in 1972, but not in previous years.

3/ Includes data for establishments with 50 to 99 employees.

4/ Withheld to avoid disclosing figures for individual companies.

Source: Census of Manufactures, 1963, 1967, and 1972.

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Table 8.--Writing instruments: U.S. producers' and general shipments, specified years 1963 to 1972 1/

Year	Producers	General shipments				
		Total	Percent of total accounted for by--			
			4 largest companies	8 largest companies	20 largest companies	50 largest companies
	Number	Million dollars				
1963	122	185.5	48	60	79	94
1966	2/	216.4	46	60	2/	2/
1967	113	211.8	46	60	80	96
1970	2/	243.5	45	64	2/	2/
1972 3/	112	310.5	47	63	82	96

1/ The data in this table are for SIC 3951, which in addition to the articles covered in this summary, includes parts for these articles which are not a subject of this summary: however, according to the WIMA, the data in SIC 3951 substantially understate the number of firms in the U.S. industry.

2/ Not available.

3/ Data for 1972 are not directly comparable with those for earlier years because of a significant revision in the industry's SIC system. Broad-tipped markers, formerly classified in industry code 3953 (product code 3953043), were included in industry code 3951 (product code 3951043) in 1972, but not in previous years.

Source: U.S. Bureau of the Census, Special Reporting Series: Concentration Ratios in Manufacturing, Census of Manufactures, 1972, MC72(SR)-2.

Table 9.--Average number of employees, total and production workers, in all manufacturing and average number of employees and total production workers engaged in the production of writing instruments, averages 1967-71 and 1971-75 and annual 1967-75

Period	All manufacturing			Writing instruments 1/		
	All employees	Production workers		All employees	Production workers	
		Number	Percent of all manufacturing employees		Number	Percent of all writing instrument employees
	Thousands	Thousands		Thousands	Thousands	
5-year averages:						
1967-71	19,463	14,215	73.0	11.8	9.0	76.3
1971-75	19,346	13,973	72.2	11.1	8.5	76.6
Annual:						
1967	19,447	14,308	73.6	11.8	9.2	78.0
1968	19,781	14,514	73.4	11.9	9.3	78.2
1969	20,167	14,767	73.2	12.4	9.4	75.8
1970	19,349	14,020	72.5	11.4	8.8	77.2
1971	18,572	13,467	72.5	11.7	8.3	70.9
1972	19,090	13,957	73.1	2/ 10.9	2/ 8.5	78.0
1973	20,068	14,760	73.5	11.2	8.7	77.7
1974	20,046	14,613	72.9	10.9	8.5	78.0
1975	18,346	13,070	71.2	10.7	8.3	77.6
	Average annual percentage increase or decrease (-)					
1975 over 1967	-0.3	-1.1	-	-1.2	-1.2	-
1971 over 1967	-1.1	-1.5	-	-0.2	-2.5	-
1975 over 1971	.5	-0.7	-	-2.1	0	-
1975 over 1974	-5.4	-10.6	-	-1.8	-2.4	-

1/ The data in this table are for SIC 3951, which in addition to the articles covered in this summary, includes parts for these articles which are not a subject of this summary; however, according to the WIMA, the data in SIC 3951 understate the number of employees in the U.S. industry.

2/ Data for 1972 are not directly comparable with those for earlier years because of a significant revision in the industry's SIC system. Broad-tipped markers, formerly classified in industry code 3953 (product code 3953043), were included in industry code 3951 (product code 3951043) in 1972, but not in previous years.

Source: Employment and Earnings, United States, 1909-75, U.S. Bureau of Labor Statistics; Census of Manufactures and Annual Survey of Manufactures.

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Table 10.--U.S. employment in the production of writing instruments, by geographic area, 1967 and 1972 1/

Area	1967	1972 2/
	Number (thousands)	
United States, total	11.8	10.9
Northeast region	4.9	4.0
New England	1.3	3/
Middle Atlantic	3.6	3/
New York	2.1	4/
New Jersey	1.4	.9
Pennsylvania	5/	6/
North Central region	3.8	3.6
East North Central	3/	1.9
Illinois	.5	4/
Wisconsin	3/	3/
West North Central	3/	1.7
Iowa	3/	3/
Missouri	6/	4/
South region	1.7	1.5
South Atlantic	7/	.6
East South Central	6/	.8
West region	1.3	1.7
Pacific	3/	3/
	Percent of total	
United States, total	100.0	100.0
Northeast region	41.5	36.7
New England	11.0	5/
Middle Atlantic	30.5	5/
New York	17.8	5/
New Jersey	11.9	8.3
Pennsylvania	5/	5/
North Central region	32.2	33.0
East North Central	5/	17.4
Illinois	4.2	5/
Wisconsin	5/	5/
West North Central	5/	15.6
Iowa	5/	5/
Missouri	5/	5/
South region	14.4	13.8
South Atlantic	5/	5.5
East South Central	5/	7.3
West region	11.0	15.6
Pacific	5/	5/

1/ The data in this table are for SIC 3951, which in addition to the articles covered in this summary, includes parts for these articles which are not a subject of this summary; however, according to the WIMA, the data in SIC 3951 understate the number of employees in the U.S. industry.

2/ Data for 1972 are not directly comparable with those for 1967 because of a significant revision in the industry's SIC system. Broad-tipped markers, formerly classified in industry code 3953 (product code 3953043), were included in industry code 3951 (product code 3951043) in 1972, but not in previous years.

3/ 1,000-2,499 employees.
4/ 500-999 employees.
5/ Not available.
6/ 250-499 employees.

Source: Census of Manufactures, 1967 and 1972.

Note.--Because of rounding, figures may not add to the totals shown.

Table 11.--Average hourly and weekly earnings of U.S. production workers in all manufacturing and in the production of durable goods and writing instruments, averages 1967-71 and 1971-75 and annual 1967-75

Period	Average hourly earnings			Average weekly earnings		
	All manufacturing	Durable goods	Writing instruments 1/	All manufacturing	Durable goods	Writing instruments 1/
5-year average:						
1967-71	$3.19	$3.38	$2.50	$128.62	$138.29	$99.84
1971-75	4.14	4.46	3.46	165.82	181.80	138.24
Annual:						
1967	2.83	3.00	2.14	114.90	123.60	85.60
1968	3.01	3.19	2.30	122.51	132.07	92.00
1969	3.19	3.38	2.47	129.51	139.59	98.80
1970	3.36	3.55	2.66	133.73	143.07	106.40
1971	3.57	3.79	2.91	142.44	153.12	116.40
1972	3.81	4.06	2/ 3.20	154.69	167.68	2/ 128.00
1973	4.08	4.34	3.38	166.06	180.11	135.20
1974	4.41	4.69	3.78	176.40	190.88	151.20
1975	4.81	5.43	4.01	189.51	217.20	160.40
Average annual percentage increase:						
1975 over 1967	8.8	10.1	10.9	8.1	9.5	10.9
1971 over 1967	6.6	6.6	9.0	6.0	6.0	9.0
1975 over 1971	8.7	10.8	9.5	8.3	10.5	9.5
1975 over 1974	9.1	15.8	6.1	7.4	13.8	6.1

1/ The data in this table are for SIC 3951, which in addition to the articles covered in this summary, includes parts for these articles which are not a subject of this summary; however, according to the WIMA, the data in SIC 3951 understate the number of employees in the U.S. industry.

2/ Data for 1972 are not directly comparable with those for earlier years because of a significant revision in the industry's SIC system. Broad-tipped markers, formerly classified in industry code 3953 (product code 3953043), were included in industry code 3951 (product code 3951043) in 1972, but not in previous years.

Source: Employment and Earnings, United States, 1909-75, U.S. Bureau of Labor Statistics; Census of Manufactures and Annual Survey of Manufactures.

Table 12.--Value added by manufacture per employee in all manufacturing and in the production of durable goods and writing instruments, 1967-75

Year	All manufacturing	Durable goods	Writing instruments 1/
	Value (dollars)		
1967	14,167	13,894	11,907
1968	15,259	15,009	12,412
1969	15,893	15,653	13,056
1970	16,415	15,932	14,386
1971	18,027	17,667	14,846
1972	19,629	19,437	2/ 19,606
1973	21,443	21,233	21,750
1974	24,182	23,348	21,229
1975	25,665	24,770	22,495
	Average annual percentage increase		
1975 over 1967	10.2	9.8	11.1
1975 over 1971	10.6	10.1	12.9
1971 over 1967	6.8	6.8	6.2
1975 over 1974	6.1	6.1	6.0

1/ The data in this table are for SIC 3951, which in addition to the articles covered in this summary, includes parts for these articles which are not a subject of this summary; however, according to the WIMA, the data in SIC 3951 understate the number of employees in the U.S. industry.

2/ Data for 1972 are not directly comparable with those for earlier years because of a significant revision in the industry's SIC system. Broad-tipped markers, formerly classified in industry code 3953 (product code 3953043), were included in industry code 3951 (product code 3951043) in 1972, but not in previous years.

Source: Census of Manufactures, and Annual Survey of Manufactures.

Table 13.--Persons employed and labor costs in the production of writing instruments, 1967-75 1/

Year	Number of employees	Total labor costs	Average total costs	As a percentage of labor costs		
				Payroll	Social security and other legally required payments 2/	Employer payments to other programs 3/
	Thousands	Million dollars	Per employee			
1967	11.8	69.5	$5,890	90.4	4.9	4.7
1968	11.9	74.0	6,218	90.0	5.1	4.9
1969	12.4	82.1	6,621	90.0	5.1	4.9
1970	11.4	80.1	7,026	90.0	4.9	5.1
1971	11.7	89.2	7,624	88.9	4.9	6.2
1972 4/	10.9	92.5	8,486	88.5	5.1	6.4
1973	11.2	101.4	9,054	87.9	5.6	6.5
1974	10.9	108.8	9,982	87.5	6.0	6.5
1975	10.7	114.3	10,682	86.2	6.2	7.6

1/ The data in this table are for SIC 3951, which in addition to the articles covered in this summary, includes parts for these articles which are not a subject of this summary; however, according to the WIMA, the data in SIC 3951 understate the number of employees in the U.S. industry.

2/ Consists primarily of Federal old age and survivors insurance, unemployment compensation, and workmen's compensation.

3/ Includes such programs whether employer-initiated or as the result of collective bargaining. Includes the employer portion of such plans as insurance premiums, premiums for supplemental accident and sickness insurance, pension plans, supplemental unemployment compensation, welfare plans, stock purchase plans on which the employer payment is not subject to withholding tax, and deferred profit-sharing plans. Excludes such items as company-operated cafeterias, in-plant medical services, free parking lots, discounts on employee purchases, and uniforms, and work clothing for employees.

4/ Data for 1972 are not directly comparable with those for earlier years because of a significant revision in the industry's SIC system. Broad-tipped markers, formerly classified in industry code 3953 (product code 3953043), were included in industry code 3951 (product code 3951043) in 1972, but not in previous years.

Source: Annual Survey of Manufactures.

Table 14.--Ratios of plant operating costs to general shipments for all operating manufacturing establishments and in the production of writing instruments, 1967-75 1/

(In percent)

Year	All manufacturing			Writing instruments		
	Total labor costs	Cost of materials, fuels, etc.	Total labor cost and cost of materials, fuels, etc.	Total labor costs	Cost of materials, fuels, etc.	Total labor cost and cost of materials, fuels, etc.
1967	24.9	53.6	78.4	32.8	35.0	67.8
1968	24.7	53.2	77.9	33.6	34.3	67.9
1969	25.1	53.2	78.3	32.7	35.6	68.4
1970	25.4	53.1	78.5	33.8	32.2	66.0
1971	24.7	53.1	77.8	34.4	31.5	65.9
1972 2/	24.5	53.9	78.4	29.8	33.8	63.6
1973	23.7	54.6	78.3	28.7	33.1	61.7
1974	21.9	57.1	79.1	29.4	40.0	69.4
1975	21.7	57.4	79.2	28.5	39.1	67.7

1/ The data in this table are for SIC 3951, which in addition to the articles covered in this summary, includes parts for these articles which are not a subject of this summary; however, according to the WIMA, the data in SIC 3951 understate the value of producers' shipments by the U.S. industry.

2/ Data for 1972 are not directly comparable with those for earlier years because of a significant revision in the industry's SIC system. Broad-tipped markers, formerly classified in industry code 3953 (product code 3953043), were included in industry code 3951 (product code 3951043) in 1972, but not in previous years.

Source: Census of Manufactures and Annual Survey of Manufactures.

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Table 15.--Ratios of plant operating costs to general shipments, ranked by value of general shipments, by size groups of companies, 1972 1/

Size group	As a percentage of general shipments			General shipments as a percentage of total general shipments
	Payroll 2/	Cost of materials, fuels, etc.	Total payroll cost and cost of materials, fuels, etc.	
4 largest companies	24.7	25.2	49.9	47.0
5 to 8 largest companies	26.4	33.8	60.2	16.0
9 to 20 largest companies	27.8	44.5	72.2	19.0
21 to 50 largest companies	28.3	45.9	74.1	14.0
62 remaining companies	33.0	42.2	75.2	4.0
All companies	26.4	33.8	60.2	100.0

1/ The data in this table are for SIC 3951, which in addition to the articles covered in this summary, includes parts for these articles which are not a subject of this summary; however, according to the WIMA, the data in SIC 3951 understate the value of producers' shipments by the U.S. industry.

2/ Data on total labor costs are not available on the basis of size groups of companies. However, for the writing instrument industry as a whole, payroll costs accounted for 88.5 percent of total labor costs in 1972.

Source: U.S. Bureau of the Census, Special Reporting Series: Concentration Ratios in Manufactures, MC72(SR)-2.

Note.--Because of rounding, the figures may not add to the totals shown.

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Table 16.--Writing instruments: U.S. producers' shipments, by types, 1967-76 1/

Year	Fountain pens	Ball-point pens and pencils 2/		Marking pens		Mechanical pencils	Desk and dip pen sets 3/	Total
		Refillable	Non-refillable	Thick-line	Porous point			
	Quantity (1,000 units)							
1967	25,667	662,221	577,388	102,976	194,926	56,395	3,330	1,622,903
1968	17,591	725,006	623,635	123,471	253,404	55,973	6,065	1,805,045
1969	12,350	761,256	686,270	116,767	304,084	65,510	7,234	1,953,471
1970	10,152	685,502	700,308	105,091	334,492	57,900	5,587	1,898,932
1971	10,094	670,253	720,402	102,238	344,526	55,700	3,672	1,906,885
1972	9,785	729,800	760,259	120,334	475,925	59,482	4,099	2,159,684
1973	10,249	738,560	821,079	172,800	541,100	53,574	4,344	2,341,706
1974	8,935	701,108	770,874	205,100	596,500	58,931	2,906	2,344,354
1975	7,675	581,920	710,746	195,665	565,500	56,102	2,967	2,120,909
1976	7,474	652,845	830,077	201,378	539,832	59,885	3,260	2,294,751
	Value (1,000 dollars)							
1967	22,909	80,584	52,034	26,227	34,870	20,386	4,442	241,452
1968	17,399	89,605	53,399	28,831	41,876	20,091	9,743	260,944
1969	16,043	92,085	58,738	26,820	50,251	22,314	10,247	278,498
1970	15,228	92,732	59,757	25,425	58,898	20,083	7,006	279,129
1971	14,708	90,901	61,390	24,875	60,665	21,500	6,534	280,685
1972	15,288	99,231	64,590	29,486	80,826	22,849	7,097	319,366
1973	20,842	110,519	69,757	32,100	87,300	24,852	7,905	353,275
1974	18,343	115,739	70,856	35,200	93,900	28,331	7,789	370,158
1975	17,903	110,646	72,557	32,947	93,665	28,614	8,334	364,666
1976	20,363	135,458	83,969	35,610	100,047	35,928	8,972	420,347

1/ Does not include stylographic pens, the domestic output of which is small.
2/ There is no domestic production of ball-point pencils.
3/ Includes bases for desk and dip pen sets which are not a subject of this summary.

Source: Writing Instrument Manufacturers Association, Inc.

Table 17.--Writing instruments: Percentage distribution of total U.S. producers' shipments, by type, 1967-76 1/

Year	Fountain pens	Ball-point pens and pencils 2/		Marking pens		Mechanical pencils	Desk and dip pen sets 3/	Total
		Refillable	Non-refillable	Thick-line	Porous point			
1967	1.6	40.8	35.6	6.3	12.0	3.5	4/	100.0
1968	1.0	40.2	34.5	6.8	14.0	3.1	4/	100.0
1969	1.0	39.0	35.1	6.0	15.6	3.4	4/	100.0
1970	1.0	36.1	36.9	5.5	17.6	3.0	4/	100.0
1971	1.0	35.1	37.8	5.4	18.1	2.9	4/	100.0
1972	4/	33.8	35.2	5.6	22.0	2.8	4/	100.0
1973	4/	31.5	35.1	7.4	23.1	2.3	4/	100.0
1974	4/	29.9	32.9	8.7	25.4	2.5	4/	100.0
1975	4/	27.4	33.5	9.2	26.7	2.6	4/	100.0
1976	4/	28.4	36.2	8.8	23.5	2.6	4/	100.0

1/ Does not include stylographic pens, the domestic output of which is small.
2/ There is no domestic production of ball-point pencils.
3/ Includes bases for desk and dip pen sets which are not a subject of this summary.
4/ Less than 0.05 percent.

Source: Writing Instrument Manufacturers Association, Inc.

Note.--Because of rounding, figures may not add to the totals shown.

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Table 18.--U.S. producers' yearend inventories for all manufacturing, for pens, pencils, office and art supplies, and for writing instruments, 1967-75

Year	All manufacturing				Pens, pencils, office, and art supplies (SIC 395)				Writing instruments 1/			
	Total	Finished products	Work in process	Materials, supplies, fuels, etc.	Total	Finished products	Work in process	Materials, supplies, fuels, etc.	Total	Finished products	Work in process	Materials, supplies, fuels, etc.
	Value (million dollars)											
1967	84,405.5	26,771.9	29,107.5	28,526.2	122.7	39.7	29.5	53.6	37.7	8.2	13.7	15.9
1968	90,504.7	28,449.3	32,014.3	30,041.1	130.6	42.4	30.5	57.7	43.5	10.8	14.9	17.8
1969	98,205.5	30,947.2	35,417.1	31,840.9	147.7	49.8	34.6	63.3	47.2	11.9	15.2	20.1
1970	101,284.6	33,491.2	35,238.2	32,555.2	151.4	53.4	38.6	59.4	49.4	13.7	18.1	17.6
1971	102,107.2	34,451.5	34,364.8	33,290.9	147.3	53.1	39.0	55.2	46.8	13.7	16.9	16.2
1972	107,982.7	35,603.8	36,430.9	35,947.6	158.5	55.6	43.4	59.5	2/ 56.8	2/ 17.1	2/ 19.5	2/ 20.2
1973	124,378.0	37,905.2	41.852.0	44,619.7	187.7	63.3	50.3	74.0	68.3	18.2	23.5	26.5
1974	157,729.1	47,891.2	50,376.8	59,506.1	243.7	92.0	57.0	94.6	86.0	23.9	25.8	36.4
1975	157,784.1	50,466.6	50,005.4	57,288.2	231.6	90.0	52.4	89.2	86.3	28.6	22.7	35.0
	Percent of total											
1967	100.0	31.7	34.5	33.8	100.0	32.4	24.0	43.7	100.0	21.8	36.3	42.2
1968	100.0	31.4	35.4	33.2	100.0	32.5	23.4	44.2	100.0	24.8	34.3	40.9
1969	100.0	31.5	36.1	32.4	100.0	33.7	23.4	42.9	100.0	25.2	32.2	42.6
1970	100.0	33.1	34.8	32.1	100.0	35.3	25.5	39.2	100.0	27.7	36.6	35.6
1971	100.0	33.7	33.7	32.6	100.0	36.0	26.5	37.5	100.0	29.3	36.1	34.6
1972	100.0	33.0	33.7	33.3	100.0	35.1	27.4	37.5	2/ 100.0	2/ 30.1	2/ 34.3	2/ 35.6
1973	100.0	30.5	33.6	35.9	100.0	33.7	26.8	39.4	100.0	26.6	34.4	38.8
1974	100.0	30.4	31.9	37.7	100.0	37.8	23.4	38.8	100.0	27.8	30.0	42.3
1975	100.0	32.0	31.7	36.3	100.0	38.9	22.6	38.5	100.0	33.1	26.3	40.6

1/ The data in this table are for SIC 3951, which in addition to the articles covered in this summary, includes parts for these articles which are not a subject of this summary; however, according to the WIMA, the data in SIC 3951 substantially understate the number of firms in the U.S. industry.

2/ Data for 1972 are not directly comparable with those for earlier years because of a significant revision in the industry's SIC system. Broad-tipped markers, formerly classified in industry code 3953 (product code 3953043), were included in industry code 3951 (product code 3951043) in 1972, but not in previous years.

Source: Census of Manufactures and Annual Survey of Manufactures.

Note.--Because of rounding, figures may not add up to the totals shown.

Table 19.--Ratios of yearend inventories to general shipments for all U.S. manufacturing, for durable goods, for pens, pencils, office and art supplies, and for writing instruments, 1967-75

(In percent)

Year	All manufacturing	Durable goods	Pens, pencils, office and art supplies (SIC 395)	Writing instruments 1/
1967	15.1	2/	17.0	17.8
1968	15.0	17.7	17.5	19.8
1969	15.3	18.2	18.0	18.8
1970	16.0	19.6	18.3	20.9
1971	15.2	18.3	16.9	18.0
1972	14.4	17.3	17.1	3/ 18.3
1973	14.3	17.2	17.9	19.3
1974	15.5	19.0	21.5	23.2
1975	15.2	19.2	20.1	21.5

1/ The data in this table are for SIC 3951, which in addition to the articles covered in this summary, includes parts for these articles which are not a subject of this summary; however, according to the WIMA, the data in SIC 3951 understate the value of producers' shipments by the U.S. industry.

2/ Not available.

3/ Data for 1972 are not directly comparable with those for earlier years because of a significant revision in the industry's SIC system. Broad-tipped markers, formerly classified in industry code 3953 (product code 3953043), were included in industry code 3951 (product code 3951043) in 1972, but not in previous years.

Source: Annual Survey of Manufactures.

Table 20.--Fountain pens, ball-point pens and pencils, mechanical pencils, and soft-tipped marking pens: U.S. exports of domestic merchandise, 1967-76 1/

Market	Fountain pens	Ball-point pens and pencils	Marking pens	Mechanical pencils	Total and average
	Quantity (1,000 units)				
1967	3,145	33,308	2/ 15,500	1,400	2/ 53,353
1968	3,024	27,207	16,318	1,272	47,821
1969	2,584	27,542	17,999	1,249	49,374
1970	4,170	32,342	17,665	2,28	56,205
1971	3,112	29,425	15,366	1,669	49,572
1972	4,072	36,607	17,038	2,756	60,473
1973	5,405	67,419	33,614	2,081	108,519
1974	6,570	118,053	46,444	3,429	174,496
1975	7,524	75,732	39,822	2,878	125,956
1976	2/ 7,000	73,297	46,570	2,928	2/ 129,795
	Value (1,000 dollars)				
1967	6,805	6,054	2/ 1,000	660	2/ 14,519
1968	6,897	6,095	1,043	712	14,747
1969	6,883	7,026	1,121	690	15,720
1970	7,618	8,185	1,137	1,025	17,965
1971	7,082	9,060	1,136	998	18,276
1972	8,937	11,619	1,121	1,118	22,795
1973	14,683	20,555	3,087	1,464	39,789
1974	13,349	24,156	3,422	1,971	42,898
1975	14,778	26,795	3,453	2,442	47,468
1976	18,340	30,211	4,088	2,392	55,031
	Unit value (per unit)				
1967	$2.16	$0.18	2/ $0.06	$0.47	2/ $0.27
1968	2.28	.22	.06	.56	.31
1969	2.66	.26	.06	.55	.32
1970	1.83	.25	.06	.51	.32
1971	2.28	.31	.07	.60	.37
1972	2.19	.32	.07	.41	.38
1973	2.72	.30	.09	.70	.37
1974	2.03	.20	.07	.57	.25
1975	1.96	.35	.09	.85	.38
1976	2.62	.41	.09	.82	.42

1/ Exports are somewhat understated since the data do not include products under Schedule B No. 895.2145, penholders, desk pen sets, and pens, n.e.c., an unknown part of which are not a subject of this summary. Exports under this classification have been small, ranging from $618,000 to $1.8 million since 1967.

2/ Estimated.

Source: Compiled from official statistics of the U.S. Department of Commerce, except as noted.

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Table 21.--Fountain pens: U.S. exports of domestic merchandise, by principal markets, 1967-76

Market	1967	1968	1969	1970	1971	1972	1973	1974	1975	1976 1/
	Quantity (1,000 units)									
Japan	554	356	546	565	342	581	1,201	629	586	1,580
Saudi Arabia	13	38	137	148	151	260	344	279	592	1,100
Hong Kong	373	404	178	316	387	416	617	402	389	1,000
Kuwait	288	325	254	290	247	343	472	574	389	500
United Arab Emirates	-	-	-	-	-	47	91	110	159	350
Singapore	72	97	87	117	136	171	184	146	139	320
Canada	22	-	84	382	196	381	652	1,821	2,915	250
Italy	15	37	17	6	6	17	36	26	252	180
Iran	-	10	-	-	-	7	49	50	28	150
France	30	23	-	-	-	12	28	-	29	125
Venezuela	228	190	62	197	500	324	354	331	285	125
Spain	6	-	-	16	12	54	201	70	103	90
Iraq	9	-	-	-	-	-	-	72	99	70
Belgium	85	55	51	15	11	12	36	12	39	70
Malaysia	36	32	47	32	48	16	15	43	46	65
Qatar	-	-	-	-	-	12	21	14	60	65
Libya	12	8	3	-	3	4	4	17	24	65
Australia	-	129	-	47	-	126	-	-	-	60
Canary Islands	48	44	33	25	59	20	32	20	-	55
Syria	-	-	-	-	-	-	-	28	25	50
Oman	-	-	-	-	-	-	7	15	31	50
Mexico	63	79	104	102	38	154	101	322	181	40
Republic of China	-	-	-	8	6	6	3	3	-	40
All other	1,291	1,197	981	1,904	970	1,109	957	,586	1,163	600
Total	3,145	3,024	2,584	4,170	3,112	4,072	5,405	6,570	7,524	7,000
	Value (1,000 dollars)									
Japan	1,082	1,026	1,731	1,788	1,289	1,925	4,768	3,369	3,657	4,103
Saudi Arabia	50	80	309	321	336	556	922	1,016	1,761	2,871
Hong Kong	1,465	1,601	1,264	1,464	1,824	2,159	3,734	2,089	1,990	2,616
Kuwait	945	1,029	809	645	689	921	1,320	1,461	1,175	1,334
United Arab Emirates	-	-	-	-	-	150	287	405	594	937
Singapore	261	316	351	470	597	716	927	645	591	845
Canada	47	-	14	39	43	92	114	341	547	643
Italy	125	117	54	61	65	72	182	190	468	468
Iran	-	15	-	-	-	24	134	185	155	410
France	13	18	-	-	-	21	43	-	85	333
Venezuela	274	254	143	225	259	366	255	493	367	321
Spain	49	-	-	18	27	55	133	99	122	294
Iraq	31	-	-	-	-	-	-	248	641	242
Belgium	98	120	82	47	51	54	82	41	63	185
Malaysia	96	102	133	125	145	55	62	154	143	168
Qatar	-	-	-	-	-	53	78	82	258	166
Libya	10	31	18	-	12	22	20	79	91	163
Australia	-	19	-	17	-	37	-	-	-	156
Canary Islands	196	159	159	118	164	82	106	102	-	148
Syria	-	-	-	-	-	-	-	94	89	135
Oman	-	-	-	-	-	-	22	68	127	121
Mexico	42	67	120	71	55	100	55	93	92	118
Republic of China	-	-	-	18	33	26	30	30	-	103
All other	2,012	1,943	1,676	2,191	1,493	1,451	1,409	2,065	1,762	1,460
Total	6,805	6,897	6,883	7,618	7,082	8,937	14,683	13,349	14,778	18,340

See footnote at end of table.

Table 21.--Fountain pens: U.S. exports of domestic merchandise, by principal markets, 1967-76--Continued

Market	1967	1968	1969	1970	1971	1972	1973	1974	1975	1976 1/
	Unit value (per unit)									
Japan	$1.95	$2.88	$3.17	$3.17	$3.77	$3.31	$3.97	$5.36	$6.24	1/ $2.60
Saudi Arabia	3.85	2.11	2.26	2.17	2.23	2.14	2.68	3.64	2.98	2.61
Hong Kong	3.93	3.96	7.21	4.63	4.71	5.19	6.05	5.20	5.12	2.62
Kuwait	3.31	3.17	3.19	2.22	2.79	2.69	2.80	2.55	3.02	2.67
United Arab Emirates	-	-	-	-	-	3.19	3.15	3.68	3.74	2.68
Singapore	3.63	3.26	4.03	4.02	4.39	4.19	5.04	4.42	4.25	2.64
Canada	2.14	-	.17	.10	.22	.24	.18	.19	.19	2.57
Italy	8.33	3.16	3.18	10.17	10.83	4.24	5.06	7.31	1.86	2.60
Iran	-	1.50	-	-	-	3.43	2.74	3.70	5.54	2.73
France	.43	.78	-	-	-	1.75	1.54	-	2.93	2.66
Venezuela	1.20	1.34	2.31	1.14	.52	1.13	.72	1.49	1.29	2.57
Spain	8.17	-	-	1.13	2.25	1.02	.66	1.41	1.18	3.27
Iraq	3.44	-	-	-	-	-	-	3.44	6.48	3.48
Belgium	1.15	2.18	1.61	3.13	4.64	4.50	2.28	3.42	1.62	2.64
Malaysia	2.67	3.19	2.83	3.91	3.02	3.44	4.13	3.58	3.97	2.59
Qatar	-	-	-	-	-	4.42	3.71	5.86	4.30	2.55
Libya	.83	3.88	6.00	-	4.00	5.50	5.00	4.65	3.79	2.51
Australia	-	.15	-	.36	-	.29	-	-	-	2.60
Canary Islands	4.80	3.61	4.82	4.72	2.78	4.10	3.31	5.10	-	2.69
Syria	-	-	-	-	-	-	-	3.36	3.56	2.70
Oman	-	-	-	-	-	-	3.14	4.53	4.10	2.42
Mexico	.67	.85	1.15	.70	1.45	.65	.55	.29	.51	2.95
Republic of China	-	-	-	2.25	5.50	4.33	10.00	10.00	-	2.60
All other	1.56	1.62	1.71	1.15	1.54	1.31	1.47	1.30	1.52	7.43
Total	2.16	2.28	2.66	1.83	2.28	2.19	2.72	2.03	1.96	2.62

1/ The quantity data are estimated. Data on U.S. exports of writing instruments should be used with caution. The U.S. Department of Commerce reported exports of fountain pens under Schedule B No. 895.2110 to be 9.7 million units in 1976. However, WIMA reported domestic shipments of fountain pens to be 7.4 million units in that year. An analysis of the export declarations for 1976 indicated numerous incorrect declarations under the fountain pen category, thus, suggesting the reliability of the export data not only for fountain pens, but for all writing instruments are questionable and should be used with caution.

Source: Compiled from official statistics of the U.S. Department of Commerce, except as noted.

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Table 22.--Ball-point pens: U.S. exports of domestic merchandise, by principal markets, 1967-76

Market	1967	1968	1969	1970	1971	1972	1973	1974	1975	1976
	Quantity (1,000 units)									
Hong Kong	727	782	1,194	1,289	1,738	3,743	3,786	3,382	2,157	4,199
Japan	938	439	1,104	1,171	1,589	2,796	5,117	4,306	4,287	8,502
United Kingdom	1,486	1,373	1,658	4,124	2,281	4,269	10,591	48,092	9,544	9,147
Venezuela	934	866	273	336	293	513	296	354	341	1,045
Saudi Arabia	91	70	129	170	91	243	549	415	925	943
Canada	11,476	6,873	6,207	10,152	4,808	9,992	10,600	19,892	14,386	10,579
Panama	1,241	1,661	1,255	1,041	1,943	1,711	6,356	6,407	5,800	5,584
Singapore	54	109	150	186	517	663	1,802	1,208	1,824	933
France	376	396	580	330	865	701	2,118	1,686	1,763	2,626
Spain	108	119	358	186	337	610	2,343	2,500	1,260	1,635
Italy	335	336	430	443	2,484	1,055	1,234	1,236	7,227	1,333
Kuwait	217	196	160	116	169	234	683	628	415	750
Netherlands	89	81	337	165	113	284	647	1,025	1,639	1,995
United Arab Emirates	-	-	-	-	-	109	156	547	266	379
Belgium	575	790	246	474	274	412	802	920	743	1,050
West Germany	737	968	862	258	748	1,101	2,413	1,783	1,604	1,823
Mexico	3,897	2,898	2,354	2,985	3,278	4,416	3,878	2,080	2,095	1,553
Australia	1,108	1,000	1,760	1,126	951	1,014	2,433	1,652	1,095	2,566
Republic of South Africa	1,087	457	722	329	131	135	409	764	807	977
Thailand	138	146	138	136	144	449	586	840	440	1,398
Switzerland	1,137	1,046	904	1,044	1,288	579	745	818	518	934
Brazil	180	829	72	907	707	1,692	1,910	2,586	1,239	294
Sweden	461	907	602	490	194	500	1,163	712	1,317	1,330
All other	5,956	4,875	6,047	4,686	4,482	6,188	9,122	12,200	13,840	11,722
Total	33,308	27,707	27,542	32,342	29,425	38,607	67,419	118,053	75,732	73,297
	Value (1,000 dollars)									
Hong Kong	695	863	1,087	1,329	1,675	1,801	3,697	3,171	3,381	4,649
Japan	452	302	779	692	949	1,474	3,320	3,751	3,426	4,597
United Kingdom	422	515	549	1,056	597	1,014	1,630	2,821	4,272	3,612
Venezuela	316	296	265	400	512	84	591	653	897	1,286
Saudi Arabia	26	25	72	118	81	150	405	527	745	1,314
Canada	547	501	412	443	385	490	689	1,279	1,262	1,144
Panama	438	319	288	360	404	391	818	1,124	1,097	1,027
Singapore	43	95	177	222	294	469	1,113	1,180	1,483	1,011
France	128	100	141	85	130	162	393	345	386	919
Spain	56	56	112	122	225	287	648	436	586	886
Italy	201	174	169	242	311	347	525	455	876	823
Kuwait	187	208	201	122	181	282	545	537	428	639
Netherlands	33	21	43	62	151	190	336	426	566	581
United Arab Emirates	-	-	-	-	-	68	158	405	313	551
Belgium	106	89	138	92	126	174	357	417	418	447
West Germany	181	248	216	104	178	218	545	451	340	434
Mexico	211	188	173	254	316	241	255	355	480	425
Australia	141	136	236	167	158	161	279	422	158	366
Republic of South Africa	141	88	63	74	49	58	259	323	395	316
Thailand	42	66	72	99	101	146	152	226	165	287
Switzerland	179	138	171	184	230	171	344	249	271	286
Brazil	133	193	72	292	203	500	606	760	478	263
Sweden	95	117	103	107	55	125	178	129	258	223
All other	1,381	1,357	1,487	1,559	1,749	2,816	3,062	3,714	4,114	4,125
Total	6,054	6,095	7,076	8,185	9,060	11,619	20,555	24,156	26,795	30,211
	Unit value (cents per unit) 1/									
Hong Kong	96	113	91	103	96	103	98	94	157	111
Japan	48	69	71	59	60	53	65	59	80	54
United Kingdom	28	38	33	26	26	24	15	06	45	39
Venezuela	34	35	97	119	175	16	170	184	166	123
Saudi Arabia	51	36	56	69	89	62	74	121	81	139
Canada	05	07	07	04	08	09	07	06	09	11
Panama	27	19	23	35	21	23	19	18	19	18
Singapore	80	87	118	119	57	101	95	98	81	108
France	34	25	24	26	15	23	14	20	22	35
Spain	52	38	31	66	67	47	19	17	47	54
Italy	60	52	39	55	13	33	43	37	12	62
Kuwait	86	106	126	105	107	121	80	86	193	85
Netherlands	37	26	13	38	134	67	52	42	35	29
United Arab Emirates	-	-	-	-	-	62	101	74	118	145
Belgium	18	11	56	19	46	42	45	45	56	43
West Germany	25	26	25	40	24	20	23	25	21	24
Mexico	05	06	07	09	10	05	07	17	23	27
Australia	13	14	13	15	17	16	11	26	14	14
Republic of South Africa	13	19	09	22	37	43	63	42	49	32
Thailand	30	45	52	73	70	33	27	27	38	21
Switzerland	16	13	19	18	18	30	46	39	52	31
Brazil	74	23	100	32	29	30	32	29	39	89
Sweden	21	13	17	22	28	29	19	18	20	17
All other	23	28	25	33	39	42	34	30	30	35
Average	18	22	26	25	31	32	30	20	35	41

1/ Based on rounded figures.

Source: Compiled from official statistics of the U.S. Department of Commerce.

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Table 23.--Soft-tipped markers: U.S. exports of domestic merchandise, by principal markets, 1968-76 1/

Market	1968	1969	1970	1971	1972	1973	1974	1975	1976
	Quantity (1,000 units)								
Canada	4,933	3,982	4,686	3,460	6,209	9,103	14,472	13,158	11,638
France	3,650	6,738	1,782	1,855	2,222	3,124	3,369	3,801	4,380
United Kingdom	1,600	552	2,196	839	805	1,211	2,131	1,203	3,069
Hong Kong	-	-	225	-	223	581	2,070	1,947	3,141
Japan	253	558	-	210	289	636	1,031	2,111	2,534
West Germany	638	417	423	649	639	1,352	1,946	1,153	1,848
Australia	-	-	424	1,020	-	406	531	-	1,297
Switzerland	887	924	1,463	401	634	578	1,339	1,457	1,705
Sweden	254	385	793	658	266	522	2,610	1,098	1,415
Republic of South Africa	283	-	1,185	891	-	502	754	470	1,415
Venezuela	667	227	169	370	293	2,274	2,693	1,637	1,410
Panama	-	394	435	223	243	513	853	729	1,088
Spain	-	-	-	-	-	610	1,266	1,426	1,103
Italy	-	397	318	597	-	338	988	-	628
Mexico	628	448	779	584	362	240	936	-	1,036
Norway	325	291	323	510	769	604	789	549	448
All other	2,200	2,686	2,464	3,099	4,084	11,020	8,666	9,083	8,415
Total	16,318	17,999	17,665	15,366	17,038	33,614	46,444	39,822	46,570
	Value (1,000 dollars)								
Canada	305	239	279	288	403	566	910	872	759
France	237	397	153	181	152	230	365	390	659
United Kingdom	109	37	131	67	48	78	156	148	331
Hong Kong	-	-	13	-	14	34	126	146	231
Japan	19	35	-	13	17	37	140	154	188
West Germany	38	30	25	45	58	102	196	145	187
Australia	-	-	29	62	-	34	54	-	149
Switzerland	52	69	94	31	38	36	90	141	123
Sweden	18	29	53	45	25	36	180	114	110
Republic of South Africa	17	-	71	55	-	28	47	87	100
Venezuela	49	25	15	27	20	135	165	103	89
Panama	-	26	28	16	22	33	61	65	88
Spain	-	-	-	-	-	36	120	220	86
Italy	-	23	21	36	-	20	86	-	69
Mexico	37	28	56	46	19	15	58	-	63
Norway	20	16	19	30	48	35	52	63	63
All other	142	167	150	194	257	1,632	616	805	793
Total	1,043	1,121	1,137	1,136	1,121	3,087	3,422	3,453	4,088
	Unit value (cents per unit)								
Canada	06	06	06	08	06	06	06	07	07
France	06	06	09	10	07	07	11	10	15
United Kingdom	07	07	06	08	06	06	07	12	11
Hong Kong	-	-	06	-	06	06	06	07	07
Japan	08	06	-	06	06	06	14	07	07
West Germany	06	07	06	07	09	08	10	13	10
Australia	-	-	07	06	-	08	10	-	11
Switzerland	06	07	06	08	06	06	07	10	07
Sweden	07	08	07	07	09	07	07	10	08
Republic of South Africa	06	-	06	06	-	06	06	19	07
Venezuela	07	11	09	07	07	06	06	06	06
Panama	-	07	06	07	09	06	07	09	08
Spain	-	-	-	-	-	06	09	15	08
Italy	-	06	07	06	-	06	09	-	11
Mexico	06	06	07	08	05	06	06	-	06
Norway	06	05	06	06	06	06	07	11	14
All other	06	06	06	06	06	15	07	09	09
Average	06	06	06	07	07	09	07	09	09

1/ Soft-tipped markers were not separately classified in export statistics prior to 1968.

Source: Compiled from official statistics of the U.S. Department of Commerce.

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Table 14.--Mechanical pencils: U.S. exports of domestic merchandise, by principal markets, 1967-76

Market	1967	1968	1969	1970	1971	1972	1973	1974	1975	1976
	Quantity (1,000 units)									
United Kingdom	237	295	344	444	432	427	291	1,270	680	602
Japan	47	37	40	46	43	190	125	181	136	150
Canada	391	177	231	505	293	377	644	879	874	1,056
Hong Kong	18	24	34	28	23	121	109	28	93	67
Venezuela	11	34	23	44	28	33	45	31	78	96
Italy	42	51	29	65	66	167	44	58	270	70
France	27	30	-	22	38	21	27	57	-	116
Spain	-	-	7	-	55	216	44	139	109	55
Australia	-	-	-	-	27	24	139	57	-	73
Panama	13	15	26	13	35	38	22	42	-	73
Mexico	-	-	56	-	95	46	13	-	-	83
Kuwait	5	7	-	-	-	-	71	8	-	33
All other	589	600	439	839	536	1,096	513	679	632	454
Total	1,400	1,272	1,249	2,028	1,669	2,756	2,081	3,429	2,878	2,928
	Value (1,000 dollars)									
United Kingdom	93	100	128	220	133	156	262	470	733	507
Japan	43	50	48	54	50	93	230	286	302	364
Canada	93	75	65	133	105	71	115	213	220	263
Hong Kong	55	56	69	72	63	162	128	95	222	185
Venezuela	17	24	23	49	32	53	79	59	123	118
Italy	55	48	40	59	71	82	77	104	112	101
France	21	30	-	20	28	22	33	43	-	98
Spain	-	-	23	-	57	62	51	35	87	86
Australia	-	-	-	-	19	13	33	34	-	77
Panama	21	19	25	16	22	25	25	56	-	78
Mexico	-	-	12	-	26	13	13	-	-	67
Kuwait	15	13	-	-	-	-	28	17	-	40
All other	247	297	257	402	392	386	390	559	643	430
Total	660	712	690	1,025	998	1,118	1,444	1,971	2,442	2,392
	Unit value (per unit)									
United Kingdom	$0.39	$0.34	$0.37	$0.47	$0.31	$0.37	$0.93	$0.37	$0.11	$0.84
Japan	.91	1.35	1.20	1.17	1.16	.49	1.84	1.58	2.25	2.43
Canada	.24	.42	.28	.26	.36	.19	.18	.24	.25	.23
Hong Kong	3.06	2.33	2.03	2.57	2.74	1.34	1.17	3.39	2.39	2.76
Venezuela	1.55	.71	1.00	1.07	1.14	1.61	1.76	1.90	1.69	1.24
Italy	.89	.91	1.38	.91	1.11	.49	1.67	1.79	.41	1.05
France	.78	1.00	-	.91	.74	1.05	1.22	.75	-	1.40
Spain	-	-	3.29	-	1.04	.29	1.11	.25	.80	.75
Australia	-	-	-	-	.70	.54	.24	.60	-	1.40
Panama	1.62	1.27	.96	1.23	.63	.66	1.14	1.33	-	1.04
Mexico	-	-	.21	-	.27	.28	1.00	-	-	.64
Kuwait	3.00	1.86	-	-	-	-	.39	2.13	-	1.21
All other	.42	.50	.56	.48	.73	.33	.76	.82	1.02	.95
Average	.47	.56	.55	.51	.60	.41	.70	.57	.85	.82

Source: Compiled from official statistics of the U.S. Department of Commerce.

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Table 25.--Writing instruments: U.S. imports for consumption, by types, 1967-76

Year	Pens 1/ (760.05)	Pencils designed to be refilled with lead: Mechanical pencils (760.10)	Pencils designed to be refilled with lead: Other (760.12)	Marking pens (760.15)	Total
	Quantity (1,000 units)				
1967	2,548	2,406	1,425	2/	2/
1968	2,898	2,871	3,351	2/	2/
1969	3,922	2,029	4,065	2/	2/
1970	6,430	1,913	14,267	2/	2/
1971	8,916	1,913	13,927	2/	2/
1972	11,684	1,542	21,170	2/	2/
1973	18,785	1,699	19,028	2/	2/
1974	19,220	3,034	19,202	2/	2/
1975	23,053	700	10,238	2/	2/
1976	40,607	1,704	14,389	2/	2/
	Value (1,000 dollars)				
1967	667	321	299	5,245	6,532
1968	789	398	341	5,927	7,455
1969	883	345	476	5,980	7,684
1970	1,121	363	627	5,160	7,271
1971	1,538	547	482	4,750	7,317
1972	2,164	520	790	5,523	8,997
1973	3,367	422	1,298	5,146	10,233
1974	5,023	497	2,077	4,840	12,437
1975	5,663	259	2,326	3,801	12,049
1976	9,054	313	3,461	6,517	19,345

1/ Includes fountain pens, stylographic pens, ball-point pens and pencils, and combination pens and pencils.

2/ Not available.

Source: Compiled from official statistics of the U.S. Department of Commerce.

Table 26.--Fountain pens, including stylographic pens and ball-point pens and ball-point pencils and combination pens and pencils (TSUS item 760.05): U.S. imports for consumption, by principal sources, 1967-76

Source	1967	1968	1969	1970	1971	1972	1973	1974	1975	1976
	Quantity (1,000 units)									
Japan	644	535	1,234	1,986	3,191	4,880	9,073	10,592	14,318	23,532
France	1	2	1/	111	2,464	3,095	4,651	3,100	2,040	3,198
Italy	1,327	1,459	1,688	2,135	1,588	1,533	2,759	2,708	3,677	5,797
West Germany	154	326	169	156	246	155	119	106	108	488
Hong Kong	-	29	220	65	190	211	197	518	824	4,465
Denmark	226	308	184	347	636	1,121	1,512	1,420	1,473	1,640
United Kingdom	128	222	193	67	94	129	237	160	323	223
Brazil	20	-	-	-	-	-	105	22	41	34
Mexico	-	-	107	1,380	263	-	-	2	14	-
All other	48	17	127	183	244	560	132	592	235	1,230
Total	2,548	2,898	3,922	6,430	8,916	11,684	18,785	19,220	23,053	40,607
	Value (1,000 dollars)									
Japan	162	133	270	366	509	714	1,336	2,329	2,954	4,756
France	3	2	1	5	326	424	658	1,099	909	1,053
Italy	294	279	293	335	272	272	501	643	669	1,025
West Germany	134	251	174	194	208	420	376	329	278	765
Hong Kong	-	1	5	6	8	8	12	50	109	558
Denmark	36	45	28	56	104	193	310	337	379	419
United Kingdom	21	64	77	24	68	82	111	126	190	211
Brazil	2	-	-	-	-	-	4	29	76	110
Mexico	-	-	12	95	13	-	-	2	1	-
All other	15	14	23	40	30	51	59	79	98	157
Total	667	789	883	1,121	1,538	2,164	3,367	5,023	5,663	9,054
	Unit value (cents per unit) 2/									
Japan	25	25	22	18	16	15	15	22	21	20
France	300	100	-	05	13	14	14	35	45	33
Italy	22	19	17	16	17	18	18	24	18	18
West Germany	87	77	103	124	85	271	316	310	257	157
Hong Kong	-	03	02	09	04	04	07	10	13	12
Denmark	16	15	15	16	16	17	21	24	26	26
United Kingdom	16	29	40	36	72	64	47	79	59	95
Brazil	10	-	-	-	-	-	04	132	185	324
Mexico	-	-	11	07	05	-	-	100	07	-
All other	31	82	18	22	12	09	45	13	42	13
Average	26	27	23	17	17	19	18	26	25	22

1/ Less than 500.
2/ Based on rounded figures.

Source: Compiled from official statistics of the U.S. Department of Commerce.

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Table 27.--Mechanical pencils (TSUS item 760.10): U.S. imports for consumption, by principal sources, 1967-76

Source	1967	1968	1969	1970	1971	1972	1973	1974	1975	1976
	Quantity (1,000 units)									
West Germany	46	210	135	67	45	154	229	637	27	387
Japan	2,278	2,565	1,781	1,810	1,824	1,316	804	1,077	233	254
Brazil	-	-	-	-	-	-	-	-	32	30
Republic of China	-	-	72	-	-	50	589	90	194	467
Haiti	-	-	-	-	-	-	-	940	130	527
Switzerland	-	-	1/	1/	1/	-	1	3	21	4
All other	82	96	41	36	44	22	76	287	63	35
Total	2,406	2,871	2,029	1,913	1,913	1,542	1,699	3,034	700	1,704
	Value (1,000 dollars)									
West Germany	12	49	16	16	13	27	27	29	40	158
Japan	300	335	320	339	526	486	306	399	131	82
Brazil	-	-	-	-	-	-	-	-	26	33
Republic of China	-	-	1	-	-	1	20	3	9	16
Haiti	-	-	-	-	-	-	-	25	3	10
Switzerland	-	-	2/	1	2/	-	1	2	2/	4
All other	9	14	8	7	8	6	8	39	50	10
Total	321	398	345	363	547	520	422	497	259	313
	Unit value (cents per unit) 3/									
West Germany	26	23	12	24	29	18	12	05	148	141
Japan	13	13	18	19	29	37	46	37	56	32
Brazil	-	-	-	-	-	-	-	-	81	110
Republic of China	-	-	01	-	-	02	03	03	05	03
Haiti	-	-	-	-	-	-	-	03	02	02
Switzerland	-	-	-	-	-	-	100	67	-	100
All other	11	15	20	19	18	27	11	14	08	29
Average	13	14	17	19	29	34	25	16	37	18

1/ Less than 500.
2/ Less than $500.
3/ Based on rounded figures.

Source: Compiled from official statistics of the U.S. Department of Commerce.

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Table 28.--Other pencils (except mechanical) designed to be refilled (TSUS item 760.12): U.S. imports for consumption, by principal sources, 1967-76

Source	1967	1968	1969	1970	1971	1972	1973	1974	1975	1976
	Quantity (1,000 units)									
Japan	112	531	789	1,302	642	759	3,146	7,908	4,433	3,908
Italy	602	426	661	547	547	748	972	922	618	959
West Germany	450	642	1,400	3,104	544	727	370	986	663	984
Republic of China	-	1,231	720	9,013	12,046	18,589	11,735	7,178	3,489	6,209
United Kingdom	255	490	423	245	55	155	174	203	314	452
Switzerland	1	-	1	4	-	-	-	-	2	577
Republic of Korea	-	-	14	-	-	-	2,146	1,119	600	1,084
Hong Kong	-	6	4	-	7	38	82	8	117	176
Canada	-	-	-	-	78	154	116	-	-	25
Denmark	-	-	-	-	-	-	-	-	2	8
All other	5	25	53	52	8	1/	287	878	-	7
Total	1,425	3,351	4,065	14,267	13,927	21,170	19,028	19,202	10,238	14,389
	Value (1,000 dollars)									
Japan	7	38	100	95	56	72	546	1,161	1,586	2,543
Italy	144	97	136	133	124	188	245	265	218	256
West Germany	104	128	116	148	67	98	129	267	200	232
Republic of China	-	22	14	158	214	382	272	255	191	218
United Kingdom	43	53	107	78	14	37	49	83	101	108
Switzerland	2/	-	1	2	-	-	-	-	1	44
Republic of Korea	-	-	2/	-	-	-	44	28	21	35
Hong Kong	-	1	1	-	2/	2	3	2	5	19
Canada	-	-	-	-	5	10	3	-	-	4
Denmark	-	-	-	-	-	-	-	-	3	1
All other	1	2	1	13	2	1	7	16	-	1
Total	299	341	476	627	482	790	1,298	2,077	2,326	3,461
	Unit value (cents per unit) 3/									
Japan	06	07	13	07	09	09	17	15	36	65
Italy	24	23	21	24	23	25	25	29	35	27
West Germany	23	20	08	05	12	13	35	27	30	24
Republic of China	-	02	02	02	02	02	02	04	05	04
United Kingdom	17	11	25	32	25	24	28	41	32	24
Switzerland	-	-	100	50	-	-	-	-	50	08
Republic of Korea	-	-	-	-	-	-	02	03	04	03
Hong Kong	-	17	25	-	-	05	04	25	04	11
Canada	-	-	-	-	71	06	03	-	-	16
Denmark	-	-	-	-	-	-	-	-	-	13
All other	20	08	02	25	25	-	02	02	-	14
Average	21	10	12	04	03	04	07	11	23	24

1/ Less than 500.
2/ Less than $500.
3/ Based on rounded figures.

Source: Compiled from official statistics of the U.S. Department of Commerce.

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Table 29.--Marking pens having a wick-like tip of felt or other material (TSUS item 760.15): U.S. imports for consumption, by principal sources, 1967-76

(In thousands of dollars)

Source	1967	1968	1969	1970	1971	1972	1973	1974	1975	1976
Japan	5,086	5,565	5,698	4,870	4,432	5,027	4,582	3,689	2,651	5,068
Italy	26	29	36	36	23	72	125	239	359	362
West Germany	81	127	117	103	102	221	143	198	220	306
Israel	-	-	-	-	-	1/	-	-	284	265
Republic of China	1	-	22	70	133	80	93	148	124	156
Republic of Korea	1	-	1/	-	3	14	47	103	72	144
United Kingdom	4	1	12	39	11	18	34	35	21	61
Switzerland	-	-	1/	-	1	10	20	42	12	46
Canada	10	17	6	10	4	9	35	32	26	45
Hong Kong	34	184	85	25	27	47	38	56	14	18
Netherlands	1	1/	-	-	1/	1	2	2	1	15
All other	1	4	4	7	14	24	27	296	17	31
Total	5,245	5,927	5,980	5,160	4,750	5,523	5,146	4,840	3,801	6,517

1/ Less than $500.

Source: Compiled from official statistics of the U.S. Department of Commerce.

Table 30.--Writing instruments: TSUS numbers, schedule B numbers, SIC numbers, SITC numbers, and CCCN (BTN) numbers included in this commodity group

TSUS item Nos.	Schedule B Nos.	SIC Nos.	SITC Nos.	CCCN (BTN) Nos.
760.05 (100%) 1/	895.2110 (100%) 2/	3951001 (100%)	895.21	98.03
	895.2120 (100%) 3/	3951005 (100%)		
	895.2145 4/	3951006 (100%)		
		3951011 (100%)		
		3951012 (100%)		
		3951015 (100%)		
		3951016 (100%)		
		3951017 (100%)		
		3951018 (100%)		
		3951000		
		3951002		
		3951041		
760.10 (100%)	895.2150 5/	3951053	895.21	98.03
		3951055		
		3951000		
		3951002		
760.12 (100%)	895.2150 5/	3951053	895.21	98.03
		3951055		
		3951000		
		3951002		
760.15 (100%)	895.2140 (100%) 6/	3951021 (100%)	895.21	98.03
		3951023 (100%)		
		3951029 (100%)		
		3951043 (100%)		
		3951000		
		3951002		

1/ Effective Jan. 1, 1978, TSUS item 760.05 consists of TSUSA item 760.0520, ball-point pens and ball-point pencils, and TSUSA item 760.0540, other.

2/ Effective Jan. 1, 1978, Schedule B item 895.2110 was included in Schedule B item 760.0540.

3/ Effective Jan. 1, 1978, schedule B item 895.2120 became Schedule B item 760.0520.

4/ Effective Jan. 1, 1978, Schedule B item 895.2145 was included in Schedule B item 760.0540.

5/ Effective Jan. 1, 1978, Schedule B item 895.2150 became Schedule B item 760.11.

6/ Effective Jan. 1, 1978, Schedule B item 895.2140 became Schedule B item 760.15.

Source: U.S. International Trade Commission.

APPENDIX B
EXCERPTS FROM THE TARIFF SCHEDULES OF THE UNITED STATES

GSP	Item	Stat. Suffix	Articles	Units of Quantity	Rates of Duty 1	Rates of Duty 2
			PART 10. - PENS, PENCILS, LEADS, CRAYONS, AND CHALKS			
			Part 10 headnotes:			
			1. The provisions of this part cover pens and pencils designed for writing, marking, and similar uses, and do not cover -- (i) drawing pens (see part 2 of this schedule); (ii) eyebrow pencils and other toilet preparations (see part 7 of schedule 4); or (iii) erasers (classifiable according to component material or chief value).			
			2. For the purposes of items 760.05, 760.10, and 760.12, any refills included within the pens or pencils at the time of importation are classifiable therewith.			
			3. If pen point holders (item 760.20) are imported with pen points inserted therein, such holders and points are separately classifiable.			
	760.05	00	Fountain pens, including stylographic pens and ball-point pens and ball-point pencils, and combination pens and pencils.....	No.....	2¢ each + 13.5% ad val.	6¢ each + 40% ad val.
			Pencils (except ball-point pencils) designed to be refilled, whether known as mechanical pencils, clutch pencils, or by any other name:			
A	760.10	00	With a mechanical action for extending, or for extending and retracting, the lead.....	Gross...	18¢ per gross + 16% ad val.	45¢ per gross + 40% ad val.
A	760.12	00	Other.....	Gross...	8.5% ad val.	45% ad val.
	760.15	00	Marking pens having a wick-like tip of felt or other material.....	X.....	20% ad val.	40% ad val.
A	760.20	00	Pen point holders.....	Gross...	8¢ per gross + 7% ad val.	25¢ per gross + 20% ad val.

Note: For explanation of the symbol "A" or "A*" in the column entitled "GSP", see general headnote 3(c).

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SUMMARIES OF TRADE AND TARIFF INFORMATION

USITC Publication

Complete list of Summaries published to date in Schedule 7

Control No.	Title	Control No.	Title
7 - 1 - 1	Luggage		
7 - 9 - 2	Fireworks		
7 - 9 - 3	Physical Testing Machines and Appliances		

Library Cataloging Data

U.S. International Trade Commission.
Summary of trade and tariff information, prepared in terms of the Tariff schedules of the United States: writing instruments, TSUS items 760.05-760.15. Washington, 1978.

65 p. illus. 27 cm. (USITC Publication 841)

1. Pens. 2. Pencils. I. Title.
II. Title: Writing instruments.